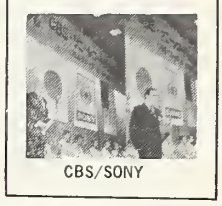
Large Volume Dealers Plan Trade Association ••• G. Schirmer To Crowell, Collier & Mcmillan ••• Atlantic's Summer Billing: $10 Mil •• See Liberty Buying MS Dist. ••• Chess Confab Product ••• Hoffman Epic Sales, Dist. Head •• CBS/SONY's 10% Market Goal

Sept. 21, 1968

Cash Box

75¢



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Int'l. Section Begins Pg. 65

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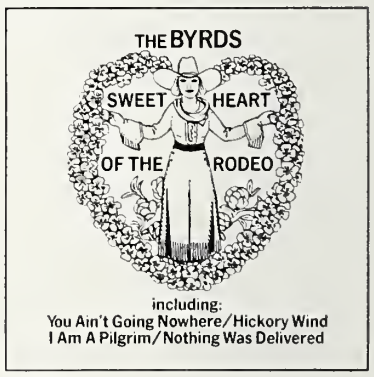

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THE INTERNATIONAL MUSIC-RECORD WEEKLY

Cash Box

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Filling A Gap

The record industry is filling a big gap left by the emergence of thinking-man's rock. This is the area of pre-teen music—not music designed to appeal to moppets, but youngsters in the approximately 7 to 12 age group. This kind of beat music has been referred to as "bubble gum" rock, but to some companies it's big business rock.

Take, for instance, two major projects that just got underway via television on that prime-time TV period for pre-teeners, Saturday morning. One is a cartoon series based on the Archie comic-strips. The other is a variety show hosted by the show's namesakes, the Banana Splits. Rock music (and labels to hear it on) is an integral part of both presentations. For Archie, there's Archie & His Pals, a musical group heard on Don Kirshner's Calendar label thru RCA; the Banana Splits are four animal-costumed rocksters devised by Hanna-Barbera and to be heard on the Decca label.

Much of the rocking we've heard so far by both groups befits the tag of "bubble gum" music, that is immensely danceable, charmingly tuneful and no strain on the brain in lyric content. The music possesses the now nostalgic ring of "rock 'n roll's" hey-day, with, of course, trappings that put it squarely on the contemporary scene. Typical of this material are such Buddah-released items as "Simon Says" and "1-2-3 Red Light."

As we said for an opener, this is filling a gap whose vacuum was created as rock music stepped up the intellectual ladder where it presently can easily escape the mentality of a pre-teen youngster. The latter rock music, quite frankly, often reaches out for subject matter and/or sounds that have little meaning to pre-teeners. And the "bubble gum" music represents a happy (and healthy) compromise: basically good-sounding rock music with a simplicity of content that communicates well to its market.

From a business point-of-view, the "bubble gum" approach makes a good deal of sense, too. For it exposes music to a market that is too old for the traditional kind of kiddie records and a shade too young for most of today's teen-and-so-on rock disks. As this population of pre-teeners increases, pre-teen rock is bound to play an increasingly more important role in record industry sales. And, of course, we are talking about a market that will eventually grow into more sophisticated rock fans—and fans for all types of grown-up music, for that matter.

CashBox TOP 100

SEPTEMBER 21, 1968

	Title	Artist-Label	9/14	9/7
1	HEY JUDE	Beatles-Apple 2276	38	—
2	HARPER VALLEY PTA	Jeannie C. Riley-Plantation 3	1	4
3	PEOPLE GOT TO BE FREE	Rascals-Atlantic 2537	2	1
4	1, 2, 3 RED LIGHT	1910 Fruitgum Co.-Buddah 54	5	7
5	HUSH	Deep Purple-Tetragrammaton 1503	6	15
6	LIGHT MY FIRE	Jose Feliciano-RCA 9550	4	3
7	YOU'RE ALL I NEED TO GET BY	Marvin Gaye & Tammi Terrell-Tamla 54619	9	12
8	FOOL ON THE HILL	Sergio Mendes & Brasil '66 A&M 961	14	20
9	THE HOUSE THAT JACK BUILT	Aretha Franklin-Atlantic 2546	10	14
10	BORN TO BE WILD	Steppenwolf-Dunhill 4138	3	2
11	DO IT AGAIN	Beach Boys-Capital 2239	8	9
12	MAGIC BUS	The Who-Decca 32362	17	22
13	I'VE GOTTA GET A MESSAGE TO YOU	Bee Gees-Atco 6603	21	27
14	YOU KEEP ME HANGIN' ON	Vanilla Fudge-Atco 6590	7	8
15	REVOLUTION	Beatles-Apple 2276	69	—
16	GIRL WATCHER	O'Kaysions-ABC 11094	22	44
17	SLIP AWAY	Clarence Carter-Atlantic 2508	20	25
18	HELLO I LOVE YOU	Doors-Elektra 45635	11	5
19	SUNSHINE OF YOUR LOVE	Cream-Atco 6544	12	6
20	FIRE	Arthur Brown-Atlantic 2556	39	73
21	LOVE MAKES A WOMAN	Barbara Acklin-Brunswick 55379	16	17
22	MIDNIGHT CONFESSIONS	Grass Roots-Dunhill 4144	36	46
23	ON THE ROAD AGAIN	Canned Heat-Liberty 56038	29	39
24	I SAY A LITTLE PRAYER	Aretha Franklin-Atlantic 2546	31	36
25	WHO IS GONNA LOVE ME	Dionne Warwick-Scepter 12226	28	35
26	MY SPECIAL ANGEL	Vogues-Reprise 0766	53	70
27	DOWN AT LULU'S	Ohio Express-Buddah 56	25	31
28	HIP CITY—Part II	Jr. Walker & The All Stars-Soul 35048	33	38
29	SIX MAN BAND	Association-Warner Bros. 7229	30	34
30	SEALED WITH A KISS	Gary Lewis-Liberty 56037	13	11
31	SPECIAL OCCASION	Smokey Robinson & The Miracles-Tamla 54172	24	26
32	INDIAN RESERVATION	Don Fardon-GNP-Crescendo 405	55	64
33	MR. BUSINESSMAN	Ray Stevens-Monument 1083	15	16
34	SOUL LIMBO	Booker T & MG's-Stax 0001	18	10
35	STREET FIGHTING MAN	Rolling Stones-London 909	45	63
36	TIME HAS COME TODAY	Chambers Bros.-Columbia 44414	49	59
37	LITTLE GREEN APPLES	O. C. Smith-Columbia 44616	47	58
38	HELP YOURSELF	Tom Jones-Parrot 40029	41	48
39	TO WAIT FOR LOVE	Herb Alpert-A&M 964	40	50
40	THE WEIGHT	Jackie De Shannon-Imperial 66313	44	51
41	THAT KIND OF WOMAN	Merrilee Rush-Bell 738	42	52
42	STAY IN MY CORNER	Dells-Cadet 5612	19	19
43	I WISH IT WOULD RAIN	Gladys Knight & The Pips-Soul 35047	46	55
44	TUESDAY AFTERNOON	Moody Blues-Deram 85028	26	30
45	GIVE A DAMN	Spanky & Our Gang-Mercury 72831	27	33
46	SAY IT LOUD—I'M BLACK AND I'M PROUD (Part 1)	James Brown-King 6187	68	80
47	NATURALLY STONED	Avant Garde-Columbia 44590	51	53
48	GIRLS CAN'T DO WHAT THE GUYS DO	Betty Wright-Alston 4569	57	68
49	THE SNAKE	Al Wilson-Soul City 767	56	67
50	POOR BABY	Cowsills-MGM 13981	64	76
51	BABY, COME BACK	Equals-RCA 9583	60	69
52	BROWN EYED WOMAN	Bill Medley-MGM 13959	35	41
53	PLEASE RETURN YOUR LOVE TO ME	Temptations-Gordy 7074	23	24
54	OVER YOU	Union Gap-Columbia 44644	71	—
55	I NEVER FOUND A GIRL (TO LOVE ME LIKE YOU DO)	Eddie Floyd-Stax-Volt 0002	48	47
56	I CAN'T DANCE TO THAT MUSIC YOU'RE PLAYING	Martha Reeves & The Vandellas-Gordy 7075	52	40
57	IN-A-GADDA-DA-VIDA	Iron Butterfly-Atco 6606	59	61
58	I FOUND A TRUE LOVE	Wilson Pickett-Atlantic 2558	—	—
59	BREAK YOUR PROMISE	Delfonics-Philly Groove 152	61	71
60	MY WAY OF LIFE	Frank Sinatra-Reprise 0764	63	66
61	PIECE OF MY HEART	Big Brother & The Holding Co.-Columbia 44626	73	83
62	FOR THE LOVE OF IVY	Mamas & Papas-Dunhill 4150	67	72
63	DOWN ON ME	Big Brother & Holding Co.-Mainstream 662	76	90
64	I MET HER IN CHURCH	Box Tops-Mala 12017	80	—
65	THE WEIGHT	The Band-Capital 2269	72	78
66	SWEET BLINDNESS	Fifth Dimension-Soul City 768	—	—
67	HEY WESTERN UNION MAN	Jerry Butler-Mercury 72850	75	79
68	ELENORE	Turtles-White Whale 276	—	—
69	SHAPE OF THINGS TO COME	Max Frost & The Troopers-Tower 419	78	81
70	SHOOT EM UP BABY	Andy Kim-Steed 710	79	89
71	THEN YOU CAN TELL ME	Eddy Arnold-RCA 9606	74	75
72	SWEET YOUNG THING LIKE YOU	Ray Charles-ABC 11133	—	—
73	CHAINED	Marvin Gaye-Tamla 54170	—	—
74	SAN FRANCISCO GIRLS	Fever Tree-UNI 55060	81	85
75	LOVE HEALS	Colours-Dot 17132	77	87
76	BANG-SHANG-A-LANG	The Archies-Calendar 1006	88	—
77	ALFIE	Eivets Rednow-Gordy 7076	83	—
78	ALL ALONG THE WATCHTOWER	Jimmy Hendrix-Warner Bros. 0767	87	—
79	ICE IN THE SUN	Status Quo-Cadet Concept 7006	89	—
80	DON'T CHANGE YOUR LOVE	Five Stairsteps & Cubie-Curtom 1931	82	84
81	FOOL FOR YOU	Impressions-Curtom 1932	91	96
82	I'VE GOT DREAMS TO REMEMBER	Otis Redding-Atco 6612	—	—
83	SUSIE Q (Part 2)	Creedence Clearwater Rivival-Fantasy 616	—	—
84	LISTEN HERE	Eddie Harris-Atlantic 2487	92	94
85	TOMBOY	Ronnie Dove-Diamond 249	90	—
86	FLY ME TO THE MOON	Bobby Womack-Minit 32048	93	95
87	YOU GOT THE LOVE	Prof. Morrison's Lollipop-White Whale 275	94	—
88	PER-SO-NAL-LY	Bobby Paris-Tetragrammaton 1504	95	—
89	BIPLANE EVERMORE	Irish Rovers-Decca 32371	98	—
90	DOWN HERE ON THE GROUND	Lou Rawls-Capital 2252	96	97
91	CYCLES	Frank Sinatra-Reprise 0764	—	—
92	I AIN'T GOT TO LOVE NOBODY ELSE	Masqueraders-Bell 733	—	—
93	HOLE IN MY POCKET	Barry Goldberg-Buddah 59	—	—
94	HOLD ME TIGHT	Johnny Nash-Jad 207	—	—
95	CINNAMON	Derek-Bang 558	99	—
96	WORKING ON A GROOVY THING	Patti Drew-Capital 2197	—	82
97	THE MULE	The James Boys-Phil LA Of Soul 316	97	99
98	THOSE WERE THE DAYS	Mary Hopkin-Apple 1801	—	—
99	FUNKY JUDGE	Bull & The Matadors-Toddlin' Town 108	—	91
100	SWEET SMELL OF INCENSE	F.O.8.-Hip 8002	—	—

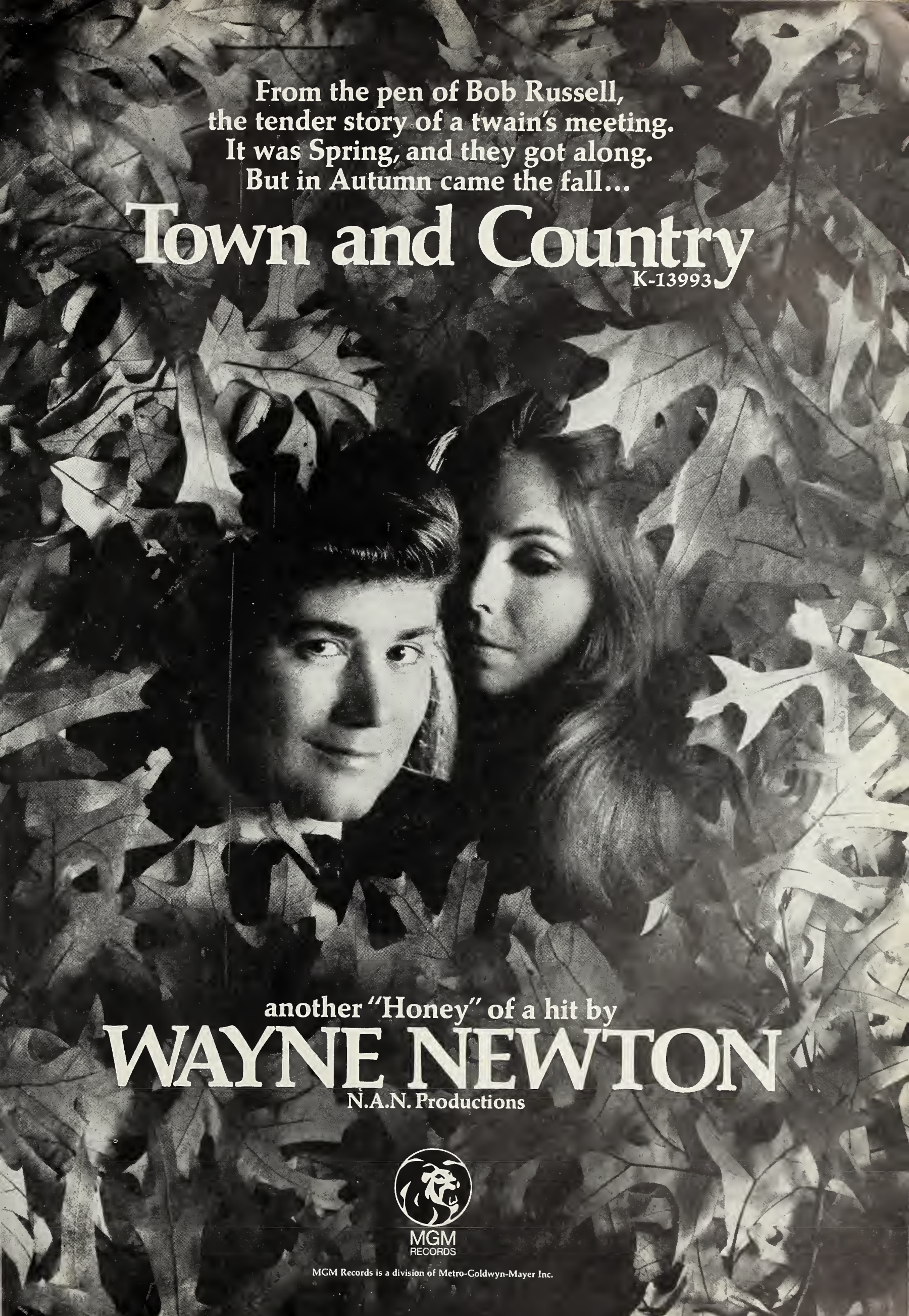
ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

Alfie (Famous, ASCAP) 77
All Along The Watchtower (Dwarf, BMI) 78
Baby Come Back (Piccadilly, BMI) 51
Bang-Shang-A-Lang (Don Kirschner, BMI) 76
Biplane Evermore (Little Darlin', BMI) 89
Born To Be Wild Dutchess, BMI) 10
Break Your Promise (Nickel Shoe, Bellboy, BMI) 59
Brown Eyed Woman (Screen Gems/Columbia, BMI) 52
Chained (Jobete, BMI) 73
Cinnamon (Pamco, BMI) 95
Cycles (Irving, BMI) 91
Do It Again (Sea Of Tunes, BMI) 11
Don't Change Your Love (Comad, BMI) 80
Down At Lulu's (Peanut, BMI) 27
Down Here On The Ground (Warner Bros.-7 Arts, BMI) 90
Down On Me (Breit, BMI) 63
Elenore (Ishmael, The Blimp, BMI) 68
Fire (Track, BMI) 20
Fly Me To The Moon (Almanac, ASCAP) 86
Fool For You (Camad, BMI) 81
[illegible] Hill Comet, ASCAP) 8
For The Love Of Ivy ([illegible], Honest John, ASCAP) 62
Funky Judge (Downstream, Vapac, Flomar, [illegible]) 99
[illegible] (North State, ASCAP) 16
Girls Can't Do What The Guys Do (Sherlyn, BMI) 48
Give A Damn (Takaya, ASCAP) 45
Harper Valley P.T.A. (Newkeys, BMI) 2
Hello I Love You (Nipper, ASCAP) 18
Help Yourself (Famous, ASCAP) 38
Hey Jude (Maclen, BMI) 1
Hey, Western Union Man (Parabut, Double Diamond, Downstairs, BMI) 67
Hip City (Jobete, BMI) 28
Hold Me Tight (J. Nash, ASCAP) 94
Hole In My Pocket (Inherit, BMI) 93
House That Jack Built (Cotillion, BMI) 9
I Ain't Got To Love Nobody Else (Press, BMI) 92
Hush (Lowery, BMI) 5
I Can't Dance To That Music You're Playin' (Jobete, BMI) 56
Ice In The Sun (Duchess, BMI) 79
I Found A True Love (Cotillion, Traccebob, Erva, BMI) 58
I Met Her In Church (Press, BMI) 64
In-A-Gadda-Da-Vida (Ten East, Cotillion, Itasca, BMI) 57
Indian Reservation (Acuff-Rose, BMI) 32
I Never Found A Girl (East, BMI) 55
I Say A Little Prayer (Blue Sea, Jac; ASCAP) 24
I've Gotta Get A Message To You (Casserole, BMI) 13
I've Got Dreams To Remember (East, Time, Redwall, BMI) 82
I Wish It Would Rain (Jobete, BMI) 43
Light My Fire (Nipper, ASCAP) 6
Listen Here (Hargrove, BMI) 84
Little Green Apples (Russell Cason, ASCAP) 37
Love Heals (Hastings, Speed, BMI) 75
Love Makes A Woman (Jalynne, BRC, BMI) 21
Magic Bus (Essex, ASCAP) 12
Midnight Confessions (Little Fugitive, BMI) 22
Mr. Businessman (Ahab, BMI) 33
The Mule (Dandelion, James Boy, BMI) 97
My Special Angel (Viva, BMI) 26
My Way Of Life (Roosevelt, BMI) 60
Naturally Stoned (Cedarwood, BMI) 47
On The Road Again (Frederick, BMI) 23
1, 2, 3, Red Light (Kaskat, BMI) 4
Over You (Viva BMI) 54
People Got To Be Free (Slacsar, BMI) 3
Personally (Peyoti, BMI) 88
Piece Of My Heart (Webb IV, Ragmar, BMI) 61
Please Return Your Love To Me (Jobete, BMI) 53
Poor Baby (Pocket Full Of Tunes, Akbestal, BMI) 50
Revolution (MacLen, BMI) 15
San Francisco Girls (Piligree, BMI) 74
Say It Loud—I'm Black & I'm Proud (Golo, BMI) 46
Sealed With A Kiss (Post, ASCAP) 30
Shoot 'Em Up Baby (Unart, Joachim, BMI) 70
Shape Of Things To Come Screen Gems/Columbia, BMI) 69
Six Man Band (Beechwood, BMI) 29
Slip Away (Frame, BMI) 17
Smell Of Incense (Rhombus, Halfpint, BMI) 100
Snake (The) (E. B. Marks, BMI) 49
Soul Limbo (East, BMI) 34
Special Occasion (Jobete, BMI) 31
Stay In My Corner (Conrad, BMI) 42
Street Fighting Man (Gideon, BMI) 35
Suzie Q (Arc, BMI) 83
Sweet Blindness (Tuna Fish, BMI) 66
Sweet Young Thing Like You (Tangerine, Wally Roker, BMI) 72
Sunshine Of Your Love (Casserole, BMI) 19
That Kind Of Woman (Screen Gems/Columbia, BMI) 41
Then You Can Tell Me Goodbye (Acuff-Rose, BMI) 71
Those Were The Days (T.R.O., Raskin, BMI) 98
Time Has Come Today (Spinnaker, BMI) 36
Tomboy (Melrose, ASCAP) 85
To Wait For Love (Blue Seas, Jac, ASCAP) 39
Tuesday Afternoon (Essex, ASCAP) 44
You Got The Love (Peanut Butter, Kaskat, BMI) 87
You Keep Me (Hanging On) (Jobete, BMI) 14
You're All I Need To Get By (Jobete, BMI) 7
Weight (Charles, ASCAP) 40, 65
Who Is Gonna Love Me (Blue Seas, ASCAP) 25
Working On A Groovy Thing (Screen Gems/Columbia, BMI) 96

From the pen of Bob Russell,
the tender story of a twain's meeting.
It was Spring, and they got along.
But in Autumn came the fall...

Town and Country

K-13993



another "Honey" of a hit by

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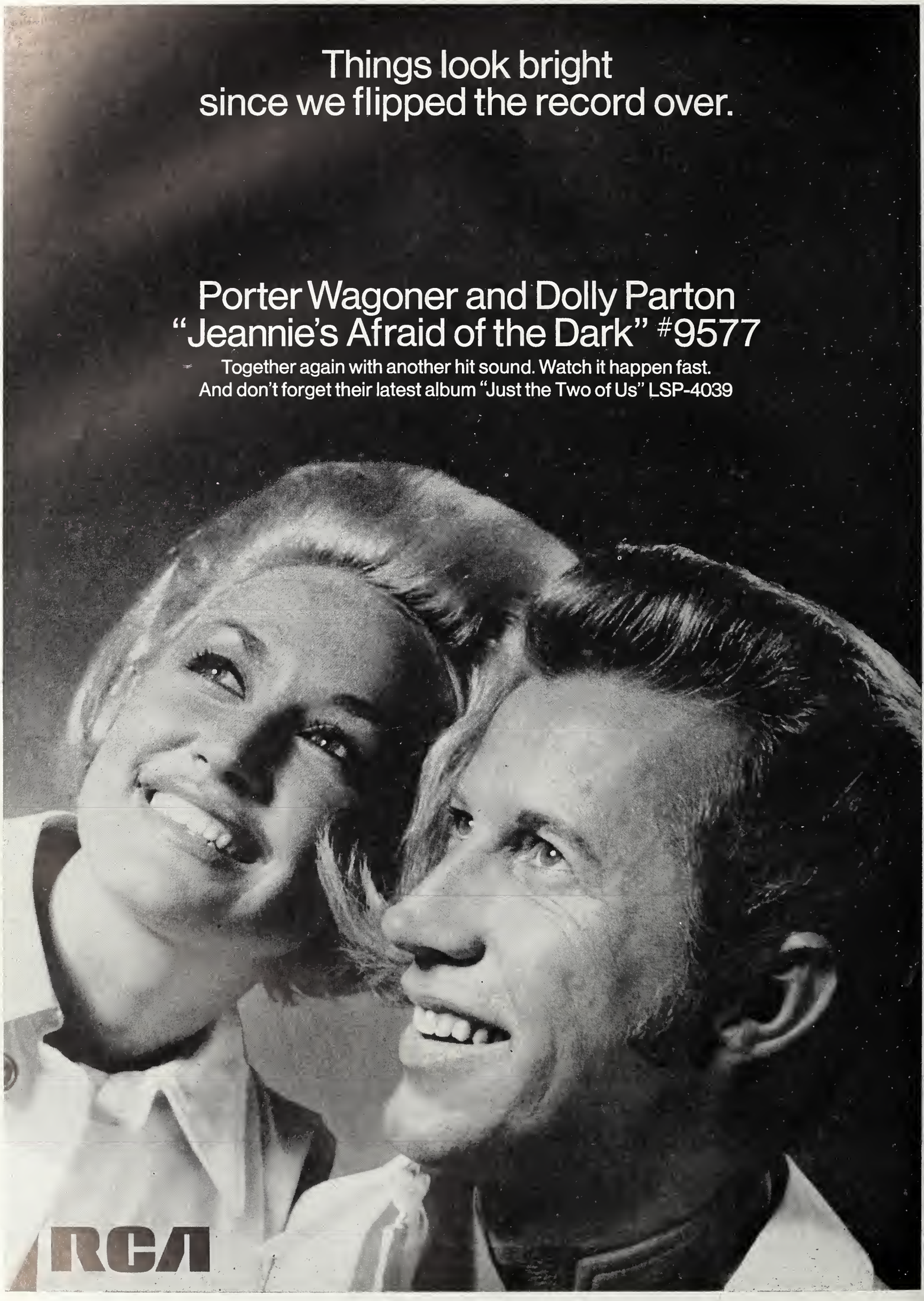
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since we flipped the record over.
Porter Wagoner and Dolly Parton
"Jeannie's Afraid of the Dark" #9577
Together again with another hit sound. Watch it happen fast.
And don't forget their latest album "Just the Two of Us" LSP-4039
RCA

Large Volume Dealers Plan Trade Association

CHICAGO—Merrill and Aaron Rose of the Rose Record Shops in Chicago, leading record retailers in the area for decades, are in the process of lining up an association of large volume retailers throughout the country who can speak as a unit to record manufacturers and air their grievances.

As a result of the many recent mergers, Rose says, the retailer finds himself in competition with the manufacturers whose product he buys as well as with rack jobbers, one stops and distributors . . . not to mention the retailer's former competition, other retailers. Rose indicated that he can now buy records cheaper from one-stops than he can from the manufacturer's branch from whom he is asked to buy his product.

"This just isn't right," says Merrill Rose. "The rack jobbers, one-stops and distributors have a voice through an organization such as NARM and through such an association can reach the ear of the manufacturers. We retailers need similar representation and an opportunity to discuss our difficulties with manufacturers."

Rose busy with his daughter's wedding, which took place last weekend, said he would come east right after the wedding to get together with other large retail record dealers in an effort to build the association.

Meanwhile, Mickey Gensler, head of the only existing dealer organization, the Association of Record Dealers (ARD), expressed interest in the project, indicating that the association could participate in such a venture. ARD will hold its regular meeting in New York this Tues (17) at the Penn-Garden Hotel.

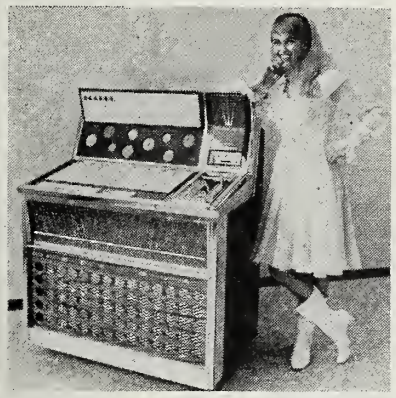
Cameo-Parkway Shares Go Over-The-Counter

NEW YORK—The Securities Exchange Commission (SEC) has terminated its order suspending dealers in Cameo-Parkway Records stock on the American Stock Exchange and the Over the Counter markets, effective Monday, Sept. 16.

However, the SEC directed attention to the fact that the question of the continued listing on the American Stock Exchange of C-P will be reviewed by the board of governors of the exchange in the near future. Pending this review, the SEC said, the stock will not be reinstated on the exchange. C-P was delisted by the SEC on Feb. 23.

The SEC also said that the company's stockholders will vote on Sept. 16 on the proposed acquisition of "substantially all of the assets and liabilities" of Allen Klein & Co. by C-P in return for 797,000 C-P common shares.

FRONT COVER:



Epic Records' rapidly rising country superstar Tammy Wynette, who in little more than two years of recording has chalked up a string of chart hits, including two Gold Guitar singles and a Grammy Award, introduces the latest addition to the current fall coin-phonograph scene—Rock-Ola's stereo console Model '440.' Tammy, first to admit that the jukebox is the country singer's best friend, is a favorite among the nation's music operators via her consistent string of hit singles (including several "chart popovers") and money earning little LP's. The Rock-Ola '440' phonograph, officially released this week, is designed to evoke a "mod, psychedelic" appearance. An optional animation kit, when incorporated in the unit's upright display case, creates a compelling "light show" to lend excitement to the location and attract customer play.

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Crowell, Collier & Mcmillan Seeks G. Schirmer For More Than $8 Mil

NEW YORK—Crowell, Collier & McMillan, largest and most diversified producers of educational material and services, will acquire a controlling interest in G. Schirmer & Sons, America's oldest music publisher.

CC&M presently owns 25% of the 4,467 outstanding shares of the trust stock. Now, it will buy an additional 51% of the shares from the family trust. CC&M also intends to buy any and all remaining shares at $1,955 each. If the company buys all 4,467 shares, the total price will reach $8,735,000.

It's understood that Robert Tauhert, president and chief exec officer, and Rudolph Schirmer, chairman, have agreed to remain with the organization.

Formed In 1861

G. Schirmer was formed in 1861 by Gustav Schirmer, a German immigrant whose father and grandfather had been hereditary instrument makers and piano tuners to the court of Sonderhausen. Among the major contemporary figures contributing works to the Schirmer catalog of more than 100,000 works are Leonard Bernstein, Gian Carlo Menotti, Paul Creston and Virgil Thompson. In 1964, the company acquired Associated Music Publishers and Schroeder & Gunther. Former represents a number of major foreign music publishers, and such American composers as Miltol Babbitt, Elliot Carter, Henry Cowell, Roy Harris, Charles Ives, Leon Kirchner, Walter Piston, Wallingford Riegger, Gunther Schuller and Carlos Surinach.

G. Schirmer also publishes music periodicals, the most familiar of which is "The Musical Quarterly," founded in 1915.

Atlantic's Summer Program At $10 Mil

NEW YORK—Atlantic Records has just come off its biggest LP program in history, billing a total of $10 million during a two-and-a-half month summer drive.

The company even outdid its winter program launched last Jan., when it sold $6 million worth of albums. And it's during winter programs that most labels do most of their new product sales.

The $20 million figure was based on the release of 34 albums, and covered a period extending from June 14, when the label held its semi-annual sales confab, to Aug. 31.

In general terms, Len Sachs, album sales and merchandising chief, credited this showing to strong product (see below) and getting "the most out of the market" on all levels of the trade, from distribs, their salesmen and promomen and racks and retailers. Sachs also had special praise for the company's new in-store demonstration records, a project that has professional deejays emceeing the performance of cuts from various albums. "It has become one of the most used point-of-sale merchandising aids in the industry," Sachs said. The company also produced a series of radio jingles. Other promo tools included co-op advertising, motion displays, radio contests and special dealer-rack displays.

Product Success

Well over half of the albums released by Atlantic in June landed on the best-selling album charts. Two of the albums: "Time Peace—The Rascals' Greatest Hits" on Atlantic, and "Wheels of Fire" by Cream on Atco, have been certified by the RIAA for sales of over $1,000,000. These

(Continued on page 36)

MGM Execs Depart, Others Shifted

NEW YORK—There have been extensive departures from the exec staff of MGM/Verve Records. Moves come in the wake of the recent resignation of Mort Nasatir as president, with Arnold Maxin coming in as acting head of the label.

Among those whose posts have been vacated are: Morrie Price, director of rack sales in Los Angeles; Lou Fields as head of west coast sales of Verve/Forecast; Mort Weiner, singles sales manager for MGM; Joe Berger, sales manager for Verve; Lloyd Gelassen, national promotion manager for MGM's classical division, including Deutsche Grammophon, Archive and Heliodor; Peggy Bowater of the company's production and scheduling dept.; Duke DuBois, New York promo man.

Jack Maher, creative services director of the label, left the company two weeks ago. His position was assumed by Harvey Cowen.

Execs Shifted

The label has also made a number of reassignments. They include Dave Seidman to New York branch manager of Metro Distributors, the assignment of Stan Drayson to field contact, and the shift of Ronnie Weisner to local promotion in New York.

Judge Lifts Riley Injunction

NASHVILLE—An album by Jeannie C. Riley of "Harper Valley P.T.A." fame is out on the market on the Plantation label, thanks to the lifting of a temporary injunction against sales of her disks by Chancellor court judge Ned Lentz.

A week earlier, the Chancellor had granted the Little Darlin' label a temporary injunction, sought by the label following its contention that the performer had violated a contract with the company by recording the deck for Shelby Singleton's Plantation company.

"Harper Valley P.T.A." had reached the number 1 spot, with RIAA-certified sales of 1 million copies. The artist had claimed she was given a release from Little Darlin', through Aubrey Mayhew, in April of this year. The Chancellor was presented with a document allegedly bearing out her contention.

See Liberty Buying Chi's MS Distributing

NEW YORK—Liberty Records is about to make its second major distrib acquisition, the purchase of MS Distributors in Chicago, Cash Box has learned. Move follows the label's purchase of Roberts Distributors of St. Louis from Bob Hausfater, who will continue to run the operation, a distrib-rack-onestop unit.

MS is owned by Milt Saltstone. The outlet handles such lines as Bell, Elektra, Warner Bros.-Reprise, Kapp, Tower, among many others.

Mothers To WB-7

NEW YORK—The Mothers of Invention, the Frank Zappa-led group, will ink a disk pact with Warner Bros.-Seven Arts Records. The label made this announcement in London at Pye Records' recent convention (see International News Report).

The group's pact with the MGM label expires on Oct. 1, at which time the group will begin their WB career.

Meanwhile, Zappa and Herb Cohen, manager, have formed Bizarre, Inc., a show business complex including records, publishing, radio programming, management, TV and films.

Grant Gibbs, former MGM/Verve west coast ad-publicity director, is joining Bizarre as marketing director, also heading up advertising, sales promo and publicity.

Cohen also manages Tim Buckley, Linda Ronstadt, the Stone Poneys and Fred Neil.

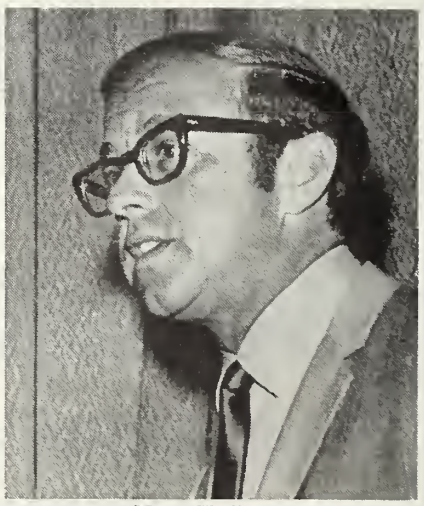
Zappa organized the Mothers of Invention in 1965, and released a now famous LP, "Freakout."

Hoffman Upped At Epic

NEW YORK—Mort Hoffman has been promoted to director of sales and distribution at Epic Records.

Bill Farr, vp of marketing for CBS Records, parent ccompany, said that Hoffman would be responsible for the sales and distribution of Epic, Okeh and Crossroads. Hoffman's post is similar to that of Len Levy's who recently left the label.

Hoffman joined Columbia in 1958 as a district sales manager, later serving as regional sales manager and national sales manager within the sales dept. Most recently, he was director of sales and promotion at Epic, Okeh and Crossroads.



Mort Hoffman

CBS/SONY Seeks 10% Of Market

Pye, Philips Confabs

See Int'l News Report

QUICK JOEY SMALL

"ON BUDDAH RECORDS OF COURSE" BDA-64

Kasenetz-Katz Singing Orchestral Circus

FEATURING

OHIO EXPRESS / 1910 FRUITGUM CO. / MUSIC EXPLOSION
LT. GARCIA'S MAGIC MUSIC BOX / 1989 MUSICAL MARCHING ZOO
ST. LOUIS INVISIBLE MARCHING BAND / SHADOWS OF KNIGHT
PROFESSOR MORRISON'S LOLLIPOPS

BUDDAH RECORDS

1650 Broadway, N.Y.C. 10019

Produced by J. Katz, J. Kasenetz, J. Levine, A. Resnick
A Super K Production

RUN JOEY RUN

Consumer Motivation: It's The Key To The Future At Liberty

HOLLYWOOD—In this demographic era of amalgamation, comglomeration and near total efficiency there is no longer a need for a sales manager to merely sell the product to a distrib or for a promo man to simply get a record on the air. You need people who can motivate the consumer. This is the view expressed by Liberty promo chief Dennis Ganim, Liberty sales head Jack Bratel and Imperial's sales manager Eli Bird who feel that distribution is in the process of becoming a mechanical function. "We're just a step away from the age when ten or twelve large combines will be distributing seventy to eighty percent of the industry's product," says Bird. "In the future mechandising and consumer motivation will be playing an even more important role with an even more sophisticated approach to sales."

Antiquated Titles

Ganim notes that the present responsibility of sales and promotion is to make the consumer aware of the product. In-store play is an age old method. But underground newspapers and new mags like "Hullabaloo" and "Crawdaddy" which analyze records are becoming increasingly important. "Promomen and salesmen are obsolete titles," according to Ganim. "We should be called exploitation men."

"Get your consumer into the store for your product," says Ganim. "Then if possible, initiate an additional impulse sale."

Intuition Backed With Experience

According to Bratel there were few controls when merchandising was left to distributors. But now markets are offering patterns which can be duplicated in other areas. Pre-planning can help spread local or regional hits. "We don't usually plan mass scale exploitation with everything. That would only dilute it. We pick out items along the way which we totally believe in or those with a track record. From there we plan what we'd like to do and try spreading it nationally."

It's working well, according to Ganim, even though some of the planning is based on trial and error. "It's intuition backed with experience."

"Create the demand at our level and hope that the distributor will be able to fill the supply."

Presently 75% of Liberty's distribution is company-owned, offering home-base greater control than most record firms.

Aside from occasionally testing records in oue or two markets (with known entities, untried-uncharted acts and marginal product) Liberty's sales and promo staff attempts to pre-plan almost every detail. Just a medium sized campaign can cost up to $50,000. To recoup that figure it's estimated that sales of 75,000 (to the consumer) is the break-even mark. These figures are exclusive of studio costs.

Tight Play Lists

Ganim suggests that the talk stations format has hurt the industry, at least initially. And tight play lists are a constant discomfort. But it has forced labels to discover additional means of exposing product.

Based on a study of programs already initiated, Bratel, Bird and Ganim estimate that campaigns have helped soar sales on selected albums from 150,000 up to half a million and 750,000.

Extend BMI Radio Pact

NEW YORK — The present BMI (Broadcast Music, Inc.) radio contract, which expires Sept. 30, has been extended to Nov. 30, 1968, pending additional meetings to negotiate BMI's request for a higher rate.

In a letter to all radio stations, Elliott M. Sanger, chairman of the All-Industry Radio Music License Committee, wrote, in part, "Sometime ago, BMI notified us that it desired an increase in rates, effective Oct. 1, 1968. Since then, we have been in discussion concerning the terms of a new license with BMI representatives, but to date no understanding has been reached.

"In order to enable the discussions to continue without having to meet the Sept. 30 deadline, BMI has agreed to offer stations a two-month extension of existing BMI licenses, without change in terms, i.e., to November 30, 1968. The committee recommends that you accept this offer. You must, however, decide whether to accept or reject our recommendation."

In commenting on the request for higher radio rates, BMI president Edward M. Cramer said: "Our music continues to set new performance records.

Presently more than half of all the music performed on radio is licensed by BMI. Our share of music used on television is also at an all-time high.

"During the last 12 months, 25 of the 39 single recordings which sold over one million copies, as certified by RIAA, were of BMI music. Fifth-three of the 65 albums similarly certified included BMI music; "Thirty-two of this year's 48 Grammy Awards went to recordings of which BMI music was an integral part; BMI music won its eighth Oscar in the past eight years.

Decca Inks Banana Splits: Rich Hit Diet?

NEW YORK—The latest Saturday morning contribution by television to the disk industry are the Banana Splits via Decca Records.

Group is a "live" action spin-off from a TV'er of the same name that debuted on Saturday (7) over NBC-TV, following a special preview on Friday, Sept. 6.

The show, formerly called the "Banana Splits Adventure Hour," carries a variety format, with the group as hosts. Although a "live" attraction, the Banana Splits are animal costumed (see cut) and actually comprise 12 members, four each for singing, acting and acrobatics. Interestingly, the custumes are valued at over $40,0000, and feature, among other things, a lip-sync ability.

Bill Gallagher, vp of MCA, Decca's parent company, said at a press conference in New York last week that the label had made a deal with NBC that provides for great flexibility in disk tie-ins, considered a first in "canned" TV programming. This is a "spot song" approach wherein Decca at short notice can place songs on the show based on their reaction from the marketplace. One or two songs are expected to be introduced by the group each week, with Decca rushing the first sides, "Wait Til Tomorrow" and the show's theme, late last week.

Besides Decca, principal companies involved in the Banana Splits project are Hanna-Barbera, creators of the group and show; the Kellogg Co., sponsors; and Aaron Schroeder Music, publisher and producer of material performed by the group. Latter company has had a bevy of writers pen 25 songs (all recorded) for the show, including Buddy Scott, Jimmy Radcliffe, Jay Fishman, Joey Brooks, Don Lauren, Al Cooper, Joey Levine, Mark Barkan, Gene Pitney, Bob Brass, Barry White, among others.

Also involved is ILAMI, the merchandising arm of Screen-Gems Columbia, which will license various products associated with the Banana Splits, who are known individually as Fleegle, Drooper, Bingo and Snorky. Their disks are produced by David Mook of Past, Present & Future Productions, a division of Schroeder's company. Eddie Simon, who recently joined the A&R dept. of Decca, will have a hand in selecting Banana Splits releases.

According to Gallagher, the Banana Splits show has been sold to NBC for a 2-year period, with international TV rights going to CBS. He said that the group would be exploited through in-person visits around the country. As for Kellogg, the company will plug the group on at least 50 million boxes of its various cereal products. The company also plans to sponsor a fan club starting midway into 1969. Bill Prag of the Leo Burnett Agency of Chicago, which handles the Kellogg account, said other promotions were in the works.

Ed Justin of ILAMI pointed out that the merchandising of the Banana Splits was not kiddie-directed, but aimed at the same pre-teen market earmarked for the Monkees, another ILAMI project.

The hour-long series, featuring cartoons, comedy and "live" action serial, is being produced by Edward Rosen for Hanna-Barbera, executive producers.

Justin, by the way, noted the trade-directed theme of the project: "The Banana Splits Will Make You Rich—Not Fat!"

Banana Splits in costume.

London Registers Hottest Aug. In History

NEW YORK—London Records registered the biggest Aug. in terms of total sales in its 21-year history. Indications now point strongly to a record second quarter (July-August-September) of business, according to Herb Goldfarb, London's national sales and distribution manager. He also cited a "high level" of July sales.

Sales record, Goldfarb said, was achieved by a surge of sales at all levels of product, reflecting the company's continuing promotional emphasis on its wide diversification of repertoire.

Leading the race down to the wire of record figures were Britain's Tom Jones and Engelbert Humperdinck. Both have been scoring with two albums apiece, Humperdinck with "A Man Without Love" and the earlier "The Last Waltz," and Jones with "Fever Zone" and "Tom Jones Live." Each artist is due for a rush visit to America for major television exposure within the next few months, and Jones will return early in the new year as well on a lengthy schedule of key club engagements.

Underground, Too

Underground and hard rock has brought London an additional wave of activity, with several groups scoring from a standing start. The Moody Blues lead the way in this department with two albums, the current "In Search Of The Lost Chord" and the earlier "Days Of Future Passed." Ten Years After and John Mayall and the Blues Breakers follow right behind and a fourth group, The Savoy Brown Blues Band. Their debut album first hit the market in early Aug.

"Undead," the second album by Ten Years After, is now riding the charts. Mayall has had four chart entries, including the brand new "Bare Wires." London will again have the advantage of direct personal promo efforts with all these groups, since

(Continued on page 36)

Chess Confabs Unveil Fall LP Product

NEW YORK—Leading distribs from the East and neighboring vicinities were introduced to 13 new albums from the Chess, Checker and Cadet (Concept) family of labels at an East Coast product presentation at the Park Sheraton Hotel in New York last week.

Max Cooperstein, Chess general manager handled the podium during the presentation and was supported at the dais by Dick LaPalm, the label's merchandising and advertising manager, as well as by Ritchie Salvador, Eastern sales & promo director, promo rep Chester Simmons, and Loren Coleman, publicity director.

Highlights of the release are a new Muddy Waters LP in the contemporary motif called "Electric Mud"; a new LP featuring the hit single, "Pictures of Matchstick Men" by the Status Quo; LP is titled "Messages from the Status Quo"; an album called "Aladdin" by the Rotary Connection who hit big on the Cadet/Concept label with their first LP; a new LP by Ahmad Jamal featuring voices, LP is dubbed "The Bright, the Blue and the Beautiful"; and a new LP by a contemporary rock group called "Salloom-Sinclair and the Mother Bear," a group the Chess operation feels will be one of the hot new finds of the year.

Other key releases in the 13 disk debut include: "The Natural Thing," Brother Jack McDuff (Cadet), "The Peace-Maker," The Harold Land Quintet," (Cadet), "Breaks Up the Network," Moms Mabley (Chess), "Tune Me In," Pigmeat Markham" (Chess), "Live the Right Way," The Violinaires (Checker), "We've Got to Join Hands," The Gospel Classics, (Checker), "The Mightiest Gospel Program," various artists (Checker), "Bless This House," Ernest Franklin (Checker) and "A Wild Man Meets Jesus," Rev. C. L. Franklin (Chess Sermon Series).

Krasnow Forms Blue Thumb Label On Coast

HOLLYWOOD—Blue Thumb Records, a new label that will specialize in sales and merchandising, will make its national debut on Monday, Sept. 23 with the release of three albums—"Personal" Capt. Beefheart And His Magic Band: "Anyone Who Hates Kids And Dogs Can't Be All Bad," a W.C. Fields Collectors L.P.: and "An Album Of Political Pornography" by Lou Irwin and Len Chandler and KRLA (L.A.) newsmen.

Blue Thumb, which has lined up its own national distribution through independent distributors, is headed by Bob Krasnow and headquartered in Beverly Hills, California.

Blue Thumb itself will not produce any product, but will be purchasing masters from independents and will specialize in selling product through unique sales and merchandising programs. The first three LP's were all from independent producers and special sales/merchandising campaign have been designed for each one. Part of the campaign is a "Record Store Light Show," especially designed to display product.

According to Krasnow, the label will also differ significantly from others in that it will be a 'total involvement' label. "By that," Krasnow explained, "we mean that the artist and producer will be involved in every phase of production and sales.

Judge To Rule On Tim's Bouquet Disks Oct. 7

NEW YORK—On October 7 the courts will decide whether to issue a temporary injunction against the manufacture or sale of the Bouquet label's Tiny Tim album "Concert in Fairyland" and his single of "Be My Love."

Until that time, Judge Jacob Markowitz' (of the New York State Supreme Court, Special Term) order enjoins Bouquet Records, its distributors and "each and any person to whom they have heretofore sold any records or given any records on consignment or otherwise, that they are to discontinue the sale of any such records."

All this is pending the ruling on the temporary injunction set for October 7th.

Tiny Tim has had to post a bond in the amount of $25,000 pending the determination of whether this delay has resulted in damages to Bouquet.

AESOP'S FABLES

I'M GONNA MAKE YOU LOVE ME

CADET CONCEPT 7005

THE STATUS QUO

ICE IN THE SUN

CADET CONCEPT 7006

MAURICE & MAC

WHY DON'T YOU TRY ME

CHECKER 1206

ANDRE WILLIAMS

CADILLAC JACK

CHECKER 1205

LITTLE MILTON

LET ME DOWN EASY

CHECKER 1208

CHESS RECORDS

CashBox Radio Active

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks.

TALLY COMPLETED SEPTEMBER 11, 1968—COVERS PRECEDING WEEK

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
61%	Revolution	Beatles	Apple	95%
40%	Over You	Union Gap	Columbia	76%
33%	I Met Her In Church	Box Tops	Mala	79%
31%	Suzie Q	Creedence Clearwater Revival	Fantasy	39%
30%	Elenore	Turtles	White Whale	30%
29%	Sweet Blindness	Fifth Dimension	Soul City	29%
28%	I Found True Love	Wilson Pickett		28%
26%	Five	Arthur Brown	Atlantic	96%
24%	Hold Me Tight	Johnny Nash	Jad	24%
22%	Piece Of My Heart	Big Brother & Holding Co.	Columbia	56%
21%	Poor Baby	Cowsills	MGM	82%
20%	Per-So-Nal-Ly	Bobby Paris	Tetragrammaton	28%
18%	I've Got Dreams To Remember	Otis Redding	Atco	18%
16%	Biplane Evermore	Irish Rovers	Decca	33%
15%	Sweet Smell Of Incense	F O B	Hip	15%
14%	All Along The Watchtower	Jimi Hendrix Experience	Reprise	35%
13%	Alfie	Eivets Rednow	Gordy	36%
12%	Shoot 'Em Up Baby	Andy Kim	Steed	52%
12%	Bang-Shang-A-Lang	Archies	Caldendar	25%
11%	Down On Me	Big Brother & Holding Co.	Mainstream	38%
10%	Cinnamon	Derek	Bang	37%
10%	Hole In My Pocket	Barry Goldberg	Buddah	10%
10%	Break Your Promise	Delfonics	Philly Groove	10%

LESS THAN 10%—BUT MORE THAN 5% — **Total % To Date**

Tomboy—Ronnie Dove—Diamond 39%

Fool For You—Impressions—Curtom 16%

Ice In The Sun—Status Quo—Cadet Concept 33%

Love Heals—Colours—Dot 35%

Oh, Lord, Why Lord—Los Pops Tops—Calla 16%

Shape Of Things To Come—Max Frost & Troopers—Tower 57%

A Message From Maria—Joe Simon—Sound Stage 7 70%

You Got The Love—Prof Lollipop—White Whale 26%

THE SOUL OF BARRY GOLDBERG

ON BUDDAH RECORDS OF COURSE

BARRY'S HIT SINGLE

HOLE IN MY POCKET

BDA 59

BARRY'S HIT ALBUM BDS-5012

PRODUCED BY: LEWIS MERENSTEIN, INHERIT PRODUCTIONS-MANAGEMENT: SCHWAID-MERENSTEIN-TMP INC.

TIC Completes Consolidation Moves

NEW YORK—There's been a formal completion of the consolidation program linking the seven disk wholesalers acquired by Transcontinental Investing Corp. during the past 10 months. Howard Weingrow, president of Transcontinental Music Corp. and exec vice president of its parent TIC, said that all seven record companies are now answering their phones "Transcontinental Music." Stationery, office signs and other forms of identification previously used by the seven firms have been changed to reflect the new unified Transcontinental Music logo and name.

See $100 Million In Sales Creation of Transcontinental Music

Corporation, which has been underway since last fall, makes the TIC wholly owned subsidiary the largest of its kind in the world. It employs close to 1,000 people and anticipates a sales volume of approximately $100 million in 1968. Headquarters for Transcontinental Music are located here, while warehousing facilities are strategically spread out across the nation allowing, as need requires, overnight delivery to any of the more tnan 11,000 individual phonograph record and tape retailers TMC now serves coast to coast.

Weingrow said that the consolidation of the seven companies into one unit "will result in substantial savings and more efficient services to our customers. From this new operating base, we are now capable of growing as rapidly as the industry itself, which has tripled in volume in the last six years, and of rendering services to retailers never before possible."

The seven companies that make up Transcontinental Music formerly operated under the corporate names of Tip Top Record Service. Recordwagon, Recona, Mershaw of America, Somerset, Pioneer Distributing and Action Distributing. Before the consolidation, they operated out of 27 warehouses, many of which were located in the same cities or in nearby towns. Now 16 warehouses containing over 450,000 square feet are operative. Many of them possess built-in expansion capabilities.

Collectively, the seven components generated over $75 million in sales last year.

Warehousing Moves

To bring about the consolidation, some of the major measures taken by the new Transcontinental Investing subsidiary were:

In Dallas, the three separate warehouses of Mershaw, Tip Top and Recordwagon were all absorbed into one unit of 30,000 square feet.

In Denver, a new 31,000 square foot warehouse was leased to house merchandise of Tip Top, Action and Mershaw. Previously, all three operated

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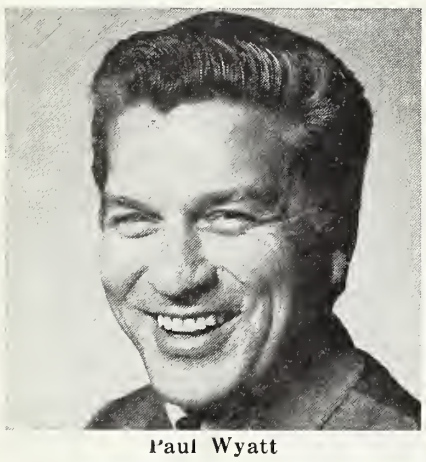
Wyatt Col. Director Of A&R Administration

NEW YORK—Paul Wyatt has been appointed director of A&R administration at Columbia Records.

Jack Gold, vp of A&R, said that Wyatt would direct project budget allocations to A&R producers, as well as the release schedule for Columbia albums and singles. He'll also direct liaison with music publishing companies and will handle the overall direction of administrative services relative to Columbia A&R activities.

Most recently west coast studio operations manager for CBS Records, Wyatt joined Columbia in 1964 after associations with Standard Records Pressing Co. as vp and manager/producer for Capitol Records' Nashville office.



Paul Wyatt

Kornheiser Joins Valando

NEW YORK — Sid Kornheiser, who recently left a 20-year association with E. H. Morris, has joined the staff of Tommy Valando's music companies. He, Frank Military and Johnny Farrow form the company's team in the east. On the west coast, Sam Weiss has joined the operation, teaming with Arty Valando and Jerry Sybilrud. The staff is presently working on two upcoming Valando scores, "Maggie Flynn" and "Zorba."

London Gives Details Of Jimmy Martin Deal

NEW YORK—As exclusively reported in last week's issue, London Records has acquired James H. Martin Inc. of Chicago. The Martin facilities will henceforth be operated as London Records Midwest Distributing Corp., according to D. H. Toller-Bond, president of London Records, who made the announcement.

It is understood that vet distrib owner James H. "Jimmy" Martin will devote his energies to new and diversified interests in other fields. A full announcement on these developments is expected shortly.

The new London Midwest facility becomes the second London factory-owned branch. The first of these is the long-standing New York branch. Mel Kahn, the company's Midwest field representative throughout the Minneapolis-St. Paul, Milwaukee, Chicago, Pittsburgh, Cleveland, Detroit, and Cincinnati areas, will serve as acting branch manager. In Chicago, as in New York, the branch operation will function under the direct supervision of Herb Goldfarb, the company's national sales and distribution manager.

Nasatir Elected NARAS President; Academy Reduces List Of Grammys

NEW YORK — Mort Nasatir was named president of the National Association of Recording Arts and Sciences by unanimous vote during the organization's annual trustees meeting held last week at the Berkshire Hotel in New York. At the same meeting, the NARAS trustees also finalized plans to streamline the annual Grammy Awards presentations with such steps as reducing the number of awards given and the introduction of nomination by craft into the awards format.

In the balloting for the remainder of the national officers unanimous votes were also given to Neely Plumb of Los Angeles (1st vice president), Johnny Pate of Chicago (2nd vice president) and Buddy Killen of Nashville (secretary). Lou Busch will continue in his role as national treasurer.

Trim Awards

As part of his acceptance speech, Nasatir stated that "we have taken some giant steps forward at this meeting," among which was the trimming from 48 to 41 the total number of Grammy Awards categories and a new nominations procedure, which will draw on the services of special panels composed of NARAS members within the crafts, and will, at times, limit nominating to such craft members. In addition, plans were made to provide for members' signatures on both the nominating and final voting ballots, as well as those to broaden the scope of the organization's educational programs, both on a national and on local levels. In the latter category special emphasis is being placed upon the awareness and recogntion of those cultural needs which lie beyond the usual academic boundaries.

Other actions included the reaffirmation of Trustees Awards in the classical and jazz composition fields as well as for Most Promising New Classical Recording Artist; plans for increased promotion for the Grammy Awards in toto, including another special promo LP designed to bolster the audience rating for the Academy's annual TV special, "The Best On Record: The Granny Show"; the consideration of possible format changes for future shows in the series; the affirmation of a March 12 or 13 date for next year's Grammy Awards presentations in each of the four chapter cities; approval of a bi-monthly, rather than monthly scheduling of the NARAS Awards Guide record program, by which all voting members can familiarize themselves with potential Grammy nominations at special prices, and the continuation of the firms of Butler, Jablow and Geller as legal counsel, and Haskins and Sells as accountants of the Grammy Awards.

Representing New York, in addition to Nasatir, were Trustees Dom Cerulli, John Hammond, Brad McCuen, Phil Ramone, Billy Taylor and Executive Director George Simon. From Los Angeles came King, along with Treasurer/Trustee Lou Busch and Trustees Stan Cornyn, Barry DeVorzon (subbing for Bill Cole), Sid Feller, Voyle Gilmore, Neely Plumb and Irving Townsend. Chicago sent John Pate (who switched from National Secretary to 2nd V.P.), Ken Soderblom and Bill Traut, while Nashville, in addition to Trustees Danny Davis, Buddy Killen, Wesley Rose and Bill Williams, also sent Chapter President Don Light, Charlie Lamb and Mrs. Gayle Hill as observers. Also attending were National Counsel Richard Jablow and New York Secretary Judy Gilbertson. Missing for the first time at the annual meeting was the Academy's L. A. Executive Director Christine Farnon, who was forced to remain at home because of illness in her family.

In the streamlining of the Awards program the trustees deleted such categories as Best Female Vocal Performance, Best Male Vocal Performance and Best Vocal Group Performance, all of which come under the general Awards list. In the specialized fields, the Academy cropped laurels for Best Contemporary Single, Best Contemporary Album, Best R&B Recording, Best Country and Western Recording and Classical Album of the year. In addition, the two 1967 album cover categories (Best Photography and Best Graphic Arts) have been combined into a single award.

At the same time, two new awards have been added—those of Best R&B Song and Best Soul Gospel Performance—and one newly-named field has been added. The latter is the pop-contemporary category, which includes rock, contemporary, middle-of-the-road and all types of popular music not covered in the remaining specialized fields.

Buddah Cites Audio-Visual Dealer Breakthrough

NEW YORK—A combined marketing innovation by Buddah Records, Merco Enterprises. Inc. and Cinova Enterprises, Inc., a motion picture production company, has created what is described as an audio-visual "breakthrough in album merchandising."

Starring the 1910 Fruitgum Company, The Five Stairsteps & Cubie and The Kasenetz-Katz Singing Orchestral Circus in their "movie debuts," the "record theatres" are designed to build traffic, pull crowds, create customer excitement and provide a direct sales tie-in via the Cinova-produced 8-millimeter flicks.

Three full-color "action" films featuring hit singles and running three minutes each will be continuously played on a mini-projector which, when installed, occupies less than three square feet of floor space.

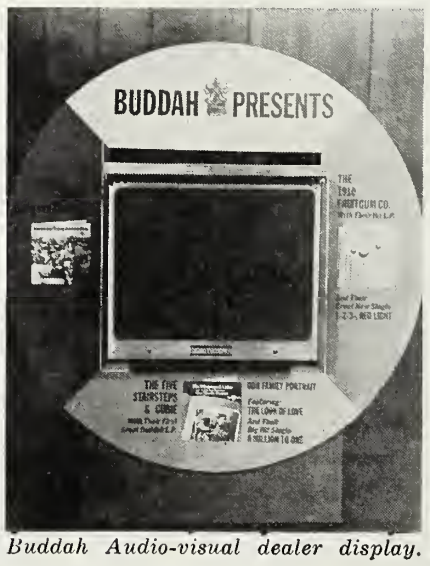
A display surrounding the screen shows reproductions of current Buddah albums and indicates that the singles heard on the soundtrack are available on the LPs. For the trial run of the unit, the "Kasenetz-Katz Singing Orchestral Circus" LP is introduced via their current single "Quick Joey Small (Run, Joey, Run)"; the Five Stairsteps and Cubie's "Our Family Portrait" album is sampled with "Shadow of Your Love"; The 1910 Fruitgum Company's "Simon Says" LP serves as an introduction to their smash hit "1,2,3, Red Light" and their first charttopper, "Simon Says."

The experiment was formulated between Buddah general manager Neil Bogart, Merco vice president of operations Sol Gleit, and Cinova president Kent Bateman. In October, the audio-visual units will be installed in space rented in the Merco-serviced record departments of five representative retail stores in the greater metropolitan area: White's in Sayville, Long Island and Massapequa, New York; Stern's at 42nd Street, N.Y. and in Paramus, New Jersey, and Billy Blake's in Port Jefferson, New York.

Bogart called the project "a merchandising breakthrough for both singles and albums. The sales incentive that the films will provide to our single releases and our album catalog is as exciting as the product itself."

After the initial four-week trial period, sales tallies will be checked against the previous month to determine the number of units to be installed in other retail outlets. Plans now call for the assignment of 33 more units by Dec., with full national installation to follow in 1969.

Buddah's album catalog currently numbers seventeen LPs, featuring "Jungle Marmalade" and "Green Tambourine" (Lemon Pipers), "1,2,3, Red Light" and "Simon Says" (1910 Fruitgum Company), "The Barry Goldberg Reunion" (Barry Goldberg), "Ohio Express" (Ohio Express), "The Kasenetz-Katz Singing Orchestral Circus" and The Five Stairsteps & Cubie's "Our Family Portrait."



Buddah Audio-visual dealer display.

Lou Peirez Dies

NEW YORK—Louis Peirez, president of Viewlex, the audio-visual company that recently moved into the music business, died last week (10) of a heart attack at his home in Great Neck, Long Island, at the age of 62.

Earlier this year, Peirez started a drive for music business interests, and acquired the American Pressing Co., Globe Albums, a jacket fabricator and, more recently, the Kama-Sutra disk-music publishing operation.

A mechanical engineer who held a number of patents for inventions and improvements in the audio-visual area, Peirez became associated in 1939 with Andrews & Perillo, a Long Island City producer of electronic and other devices. In 1946, the company was incorporated as Viewlex, with Peirez serving as president and director.

Active in various charitable organizations, he was a member of the national board of directors of the Anti-Defamation League of B'nai B'rith.

Surviving are his widow, Alezandra, a daughter, Mrs. Helen Abrams; a son, David, three sisters, two brothers, and five grandchildren.

A funeral service was held last Wed. (11) at the Fliedner Funeral Home. His body was later cremated.

Finian's Rainbow

Fred Astaire, Petula Clark
and Tommy Steele have
re-invigorated the most nearly-perfect
musical comedy score of all time.
FINIAN'S RAINBOW has been filmed...
and the sound track will easily
become the album delight of the year!

FINIAN'S RAINBOW
Original Motion Picture Sound Track BS 2550

WARNER BROS. – SEVEN ARTS, RECORDS INC.

Vital Statistics

DETAILED INFORMATION ABOUT TITLES ON THE CASH BOX TOP 100 THIS WEEK

★ New To The Top 100

#1
HEY JUDE (7:11)
Beatles-Apple 2276
c/o Capitol, 1750 N. Vine H'wood, Cal.
PROD: George Martin c/o EMI
Blythe Rd. Hayes, Middlesex, London W1, Eng.
PUB: Maclen BMI 1780 Bway, NYC.
WRITERS: Lennon-McCartney
FLIP: Revolution

#2
HARPER VALLEY PTA (3:12)
Jeannie C. Riley-Plantation 3
3106 Belmont Blvd., Nashville, Tenn.
PROD: Shelby Singleton c/o Plantation
PUB: Newkeys BMI
1531 Demonbreau, Nashville, Tenn.
WRITER: Tom T. Hall
FLIP: Yesterday All Day

#3
PEOPLE GOT TO BE FREE (2:57)
Rascals-Atlantic 2537
1841 Broadway, NYC.
PROD: The Rascals c/o Slacsar
PUB: Slacsar BMI c/o Stevens Weiss
Steingarten Wedeen 444 Madison Ave, NYC.
WRITERS: F. Cavaliere-E. Brigati
ARR: Arif Mardin FLIP: My World

#4
1,2,3 RED LIGHT (1:54)
1910 Fruitgum Co.-Buddah 54
1650 Bway, NYC.
PROD: Kasenetz/Katz Assoc. 200 W. 57 St. NYC.
PUB: Kaskat BMI 200 W. 57 St. NYC.
WRITERS: S. Trimachi-Bobbi Trimachi
Flip: Sticky, Sticky

#5
HUSH (4:11)
Deep Purple-Tetragrammaton 1503
359 N. Canon Dr., Beverly Hills, Calif.
PROD: Derek Lawrence c/o Hec Entr.
17 Newman Street, London W1, England
PUB: Lowery BMI c/o Harry Fox
460 Park Ave., NYC.
WRITER: Joe South FLIP: One More Rainy Day

#6
LIGHT MY FIRE (3:02)
Jose Feliciano-RCA 9550
155 East 24 Street, NYC.
PROD: Rick Jarrod c/o RCA
PUB: Nipper ASCAP 51 W 51 St. NYC.
WRITERS: Morrison-Manzarek-Krieger-Densmor
ARR: Geo. Tipton FLIP: California Dreamin'

#7
YOU'RE ALL I NEED TO GET BY (2:38)
Marvin Gaye & Tammi Terrell
Tamla-54169
2457 Woodward Ave., Detroit, Mich.
PROD: Ashford-Simpson c/o Tamla
PUB: Jobete BMI (same address)
WRITERS: Ashford-Simpson
FLIP: Two Can Have A Party

#8
FOOL ON THE HILL (3:14)
Sergio Mendes & Brasil '66—A&M 981
1416 N. La Brea, Hollywood, Calif.
PROD: Sergio Mendes, Herb Alpert-
Jerry Moss c/o A&M
PUB: Comet ASCAP
16027 Sunburst, Sepulveda, Calif.
WRITERS: Paul McCartney-John Lennon
ARR: Dave Grusim FLIP: So Many Stars

#9
THE HOUSE THAT JACK BUILT (2:18)
Aretha Franklin-Atlantic 2546
1841 Broadway, NYC.
PROD: Jerry Wexler c/o Atlantic
PUB: Cotillion BMI (same address)
WRITERS: Bob Lance-Fran Robins
FLIP: Say A Little Prayer

#10
BORN TO BE WILD (2:55)
Steppenwolf-Dunhill 4138
449 So. Beverly Drive, Bev. Hills, Cal.
PROD: Gabriel Mekler c/o Dunhill
PUB: Duchess BMI c/o MCA 445 Pk. Ave. NYC.
WRITER: Mars Bonfire
FLIP: Everybody's Next One

#11
OO IT AGAIN (2:19) Beach Boys-Capitol 2233
1750 N. Vine, Hollywood, Calif.
PROD: Karl Engemann c/o Capitol
PUB: Sea Of Tunes BMI
9042 La Alba Dr. Whittier, Calif.
WRITERS: B. Wilson-M. Love
FLIP: Wake The World

#12
MAGIC BUS (3:10) The Who-Decca 32362
445 Park Ave, NYC.
PROD: Kit Lambert
58 Old Compton St. London W1, England.
PUB: Essex ASCAP, 10 Columbus Circle, NYC
WRITER: Peter Townshend
FLIP: Someone's Coming

#13
I'VE GOTTA GET A MESSAGE TO YOU (2:59)
Bee Gees-Atco 6603
1841 Broadway, NYC.
PROD: Robert Stigwood & Bee Gees
67 Brook Street, London, England.
PUB: Casserole BMI c/o Walter Hofer
221 West 57 Street, NYC.
WRITERS: Barry-Robin-Maurice
FLIP: Kitty Can

#14
YOU KEEP ME HANGIN'ON (2:50)
Vanilla Fudge-Atco 6590
1841 Broadway, NYC.
PROD: Shadow Morton for Community
1650 Broadway, NYC.
PUB: Jobete BMI 2457 Woodward Av. Det. Mich.
WRITERS: B. Holland-L. Dozier-E. Holland
The Guys
Come By Day, Come By Night

#15
REVOLUTION (3L22) Beatles-Apple 2276
c/o Capitol 1750 N. Vine, H'wood, Cal.
PROD: George Martin c/o EMI
Blythe Rd. Hayes, Middlesex, London W1, Eng.
PUB: Maclen BMI 1780 Bway, NYC.
WRITERS: Lennon-McCartney
FLIP: Hey Jude

#16
GIRL WATCHERS (2:35)
O'Kaysions-ABC 11094
1330 Ave. of the Americas, NYC.
PROD: North State Music
605 E. Ash St., Goldsboro, N.C.
PUB: North State ASCAP (same address)
WRITERS: B. Trail-W. Pittman
FLIP: Deal Me In

#17
SLIP AWAY (2:40)
Clarence Carter-Atlantic 2508
1841 Broadway, NYC.
PROD: Rick Hall c/o Fame
PUB: Fame BMI P.O. Box 2238
Muscle Shoals, Ala.
WRITERS: W. Armstrong-W. Terrell-M. Daniel
ARR: Rick Hall & Staff FLIP: Funky Fever

#18
HELLO I LOVE YOU (2:13) Doors-Elektra 45635
1855 Broadway, NYC.
PROD: Paul Rothchild c/o Elektra
PUB: Nipper ASCAP (same address)
WRITERS: The Doors FLIP: Love Street

#19
SUNSHINE OF YOUR LOVE (3:03)
Cream-Atco 6544
1841 Broadway, NYC.
PROD: Felix Pappalardi
6 McDougall Alley, NYC.
PUB: Casserol BMI c/o Walter Hofer
221 West 57 Street, NYC.
WRITERS: Jack Bruce-Peter Brown-Eric Clapton
FLIP: S.W.L.A.B.R.

#20
FIRE (2:52) Arthur Brown-Atlantic 2556
1841 Broadway, NYC.
PROD: Kit Lambert c/o Track Records
6 Chesterfield Gardens, London W1, Eng.
PUB: New Action BMI
WRITERS: Arthur Brown-Vincent Crane
FLIP: Rest Cure

#21
LOVE MAKES A WOMAN (2:49)
Barbara Acklin-Brunswick 55379
445 Park Ave., NYC.
PROD: Carl Davis & Eugene Record c/o Brunswick
PUB: Jalynne BMI 2203 Spruce St., Phila., Pa.
BRC BMI c/o MCA 445 Park Ave., NYC
WRITERS: Eugene Record-Wm. Sanders
Davis-Gerald Sims ARR: Wm. Sanders
FLIP: Come & See Me Baby

#22
MIDNIGHT CONFESSIONS (2:42)
Grass Roots-Dunhill 4144
449 S. Beverly Dr., Bev. Hills, Cal.
PROD: Steve Barri c/o Dunhill
PUB: Little Fugitive BMI
231 N. Justine, Glendale, Cal.
WRITER: Lou Josie ARR: Jimmy Haskell
FLIP: Who Will You Be Tomorrow

#23
ON THE ROAD AGAIN (3:33)
Canned Heat-Liberty 56038
6920 Sunset Blvd., L.A., Calif.
PROD: Dallas Smith c/o Liberty
PUB: Frederick BMI
1323 S. Michigan, Chicago, Ill.
WRITERS: Floyd Jones-Allan Wilson
FLIP: Boogie Music

#24
I SAY A LITTLE PRAYER (2:41)
Aretha Franklin-Atlantic 2546
1841 Broadway, NYC.
PROD: Jerry Wexler c/o Atlantic
PUB: Blue Seas & Jac ASCAP
c/o Fred Ahlert Jr., 15 E. 48 St., NYC.
WRITERS: Burt Bacharach-Hal David
FLIP: The House That Jack Built

#25
WHO IS GONNA LOVE ME (3:09)
Dionne Warwick-Scepter 12226
254 West 54 Street, NYC.
PROD: Bacharach-David c/o Fred E. Ahlert, Jr.
Pub: Blue Seas ASCAP & Jac ASCAP
c/o Fred E. Ahlert, Jr. 15 E. 48 St., NYC
WRITERS: Bacharach-David ARR: Bacharach
FLIP: (There's) Always Something There To Remind Me

#26
MY SPECIAL ANGEL (2:57)
Vogues-Reprise 0766
4000 Warner Blvd., Burbank, Calif.
PROD: Dick Glasser
11664 Elcarro Lane, Studio City, Calif.
PUB: Viva BMI 1800 Argyle St. H'wood Cal.
WRITER: Jimmy Duncan ARR: Ernie Freeman
FLIP: I Keep It Hid

#27
DOWN AT LULU'S (1:55)
Ohio Express-Buddah 56
1650 Broadway, NYC.
PROD: Kasenetz-Katz 200 W. 57 St., NYC.
PUB: Peanut Butter BMI & Kaskat BMI
200 West 57 Street, NYC.
WRITERS: J. Resnick-J. Levine
FLIP: She's Not Comin' Home

#28
HIP CITY-Part II (2:57)
Jr. Walker & The All Stars-Soul 35048
2457 Woodward Ave, Detroit, Mich.
PUB: Jobete BMI (same address)
WRITERS: DeWalt-Bradford
FLIP: Hip City-Part I
2854 Paraiso Way, La Cresenta, Calif.
Claridge ASCAP c/o Frank Slay & Bill Holmes'
WRITERS: R. Freeman-E. King-M. Weitz

#29
SIX MAN BAND (2:20)
Association-Warner Bros. 7229
4000 Warner Blvd., Burbank, Calif.
PROD: Association
9000 Sunset Blvd., L.A., Calif.
PUB. Beachwood BMI 1750 N. Vine, L.A., Calif.
WRITER: Terry Kirkman

#30
SEALED WITH A KISS (2:22)
Gary Lewis-Liberty 56037
6920 Sunset Blvd., L.A. Calif.
PROD: Snuff Garrett
6922 Hollywood Blvd., H'wood, Calif.
PUB: Post ASCAP c/o Metric
1560 N. La Brea, H'wood, Calif.
WRITERS: Peter Udell-Gary Geld
ARR: Al Capps FLIP: Sara Jane

#31
SPECIAL OCCASION (2:17)
Smokey Robinson & The Miracles
Tamla 54172
2457 Woodward Ave, Detroit, Mich.
PROD: Smokey & Cleveland c/o Tamla
PUB: Jobete BMI (same address)
WRITERS: Robinson-Cleveland
FLIP: Give Her Up

#32
INDIAN RESERVATION (3:23)
Don Fardon GNP/Crescendo 405
PROD: Miki Dallon
10 St. George St., Hanover Square London, WI, Eng.
PUB: Acuff Rose BMI
2510 Franklin Rd., Nashville, Tenn.
WRITER: John D. Loudermilk
FLIP: Dreaming Room

#33
MR. BUSINESSMAN (3:19)
Ray Stevens-Monument 1038
530 W. Main St. Hendersonville, Tenn.
PROD: Fred Foster-Ray Stevens c/o Monument
PUB: Ahab BMI c/o Ray Stevens
114 Lincoln Court, Nashville, Tenn.
WRITER: Ray Stevens ARR: Ray Stevens
FLIP: Face The Music

#34
SOUL LIMBO (2:23)
Booker T & MG'S-Stax 0001
926 E. McLemore St., Memphis, Tenn.
PROD: Booker T. Jones c/o Stax
PUB: East BMI (same address)
WRITERS: B. T. Jones-Steve Cropper-
Donald Dunn-A. Jackson, Jr.
ARR: Booker T & MG'S FLIP: Heads Or Tails

#35
STREET FIGHTING MAN (3:16)
Rolling Stones-London 909
539 West 25th Street, NYC.
PROD: Jimmy Miller c/o Allen Klein
PUB: Gideon BMI c/o Allen Klein
Warwick Hotel, NYC.
WRITERS: Jagger-Richards
FLIP: No Expectations

#36
TIME HAS COME TODAY ((3:05)
Chambers Bros.-Columbia 44414
51 West 52 Street, NYC
PROD: David Rubinson c/o Columbia
PUB: Spinnaker BMI c/o John A. Daley
323 Monteray Rd., So. Pasadena, Cal.
WRITERS: J. Chambers-W. Chambers
FLIP: People Get Ready

#37
LITTLE GREEN APPLES (3:48)
O. C. Smith-Columbia 44616
51 West 52 Street, NYC
PROD: Jerry Fuller c/o Columbia
PUB: Russell-Cason ASCAP
812 17th Av. S., Nashville, Tenn.
WRITER: B. Russell ARR: H. B. Barnum
FLIP: Long Black Limousine

#38
HELP YOURSELF (2:50)
Tom Jones-Parrot 40029
539 West 25 Street, NYC.
PROD: Peter Sullivan
c/o Decca House, London S.E.1, Eng.
PUB: Famous ASCAP 1619 Bway., NYC.
WRITERS: Fishman-Donida FLIP: Day by Day

#39
TO WAIT FOR LOVE (3:15)
Herb Alpert & Tijuana Brass-A&M 964
1416 N. La Brea, H'wood, Calif.
PROD: Herb Alpert-Jerry Moss c/o A&M
PUB: Blue Seas ASCAP Jac ASCAP
c/o Fred Ahlert Jr., 15 E. 48 St., NYC.
WRITERS: Hal David-Burt Bacharach
ARR: Burt Bacharach FLIP: Bud

#40
THE WEIGHT (2:58)
Jackie DeShannon-Imperial 6491
6920 Sunset Blvd., H'wood, Calif.
PROD: Chas. Green & Brian Stone for
York Pala, 7715 W. Sunset, L.A., Calif.
PUB:Callee ASCAP 15 E. 48 St., NYC.
WRITER: J. R. Robertson
ARR: Harold R. Battiste FLIP: Effervescent

#41
THAT KIND OF WOMAN (2:55)
Merrilee Rush-Bell 738
1776 Broadway, NYC.
PROD: Tommy Cogbill-Chips Moman
827 Thomas St., Memphis, Tenn.
PUB: Screen Gems-Columbia BMI
711 5th Ave., NYC
WRITERS: Donna Weiss-Merry Unobskey
ARR: Mike Leech FLIP: Sunshine & Roses

#42
STAY IN MY CORNER (6:10) Dells-Cadet 5612
320 E. 21st Street, Chicago, Ill.
PROD: Bobby Miller c/o Cadet
PUB: Conrad BMI
1449 S. Michigan Ave., Chicago, Ill.
WRITERS: Miller-Strong-Flemons
ARR: Chas. Stepney FLIP: Love Is So Simple
PUB: Tracebob BMI c/o Bobby D. Womak

#43
I WISH IT WOULD RAIN (2:52)
Gladys Knight & The Pips-Soul 35047
2457 Woodward Ave., Detroit, Mich.
PROD: Norman Whitfield c/o Soul
PUB: Jobete BMI (same address)
WRITERS: Whitfield-Strong-Benzabene
FLIP: It's Summer

#44
TUESDAY AFTERNOON (FOREVER AFTERNOON)
(2:20) Moody Blues-Deram 85028
539 West 25th Street, NYC.
PROD: Tony Clarke c/o Decca Record Co. Ltd.
9 Albert Embankment SE 1, London, England
PUB: Essex ASCAP 10 Columbus Circle, NYC.
WRITER: Justin Hayward FLIP: Another Morning

#45
GIVE A DAMN (2:55)
Spanky & Our Gang-Mercury 72831
35 E. Wacker Drive, Chicago, Ill.
PROD: Scharf/Dorough, Edel
265 West 20 St. NYC.
PUB: Takya (ASCAP) 190 Waverly Pl. NYC.
WRITERS: Scharf-Dorough
ARR: Scharf-Dorough FLIP: The Swingin' Gate

#46
SAY IT LOUD—I'M BLACK AND I'M PROUD
(Pt. 1) (2:45)
James Brown-King 12715
850 7th Ave., NYC.
PROD: J. Brown c/o King
PUB: Golo BMI c/o Lois Music
1540 Brewster Ave., Cinn., Ohio.
WRITERS: J. Brown ARR: J. Brown
FLIP: Say It Loud—I'm Black And I'm Proud
(Pt. 2)

#47
NATURALLY STONED (2:11)
Avant Garde-Columbia 44590
51 West 52 Street, NYC.
PROD: Billy Sherrill c/o Columbia
PUB: Cedarwood BMI
815 16th Ave S. Nashville, Tenn.
WRITER: C. Woolery FLIP: Honey and Gall

#48
GIRLS CAN'T DO WHAT THE GUY'S DO (2:07)
Betty Wright-Alston 4569
1841 Broadway, NYC.
PROD: Brad Shapiro-Steve Alaimo c/o Alston
PUB: Sherlyn BMI Att: Henry Stone
495 S. E. 10th Court, Hialeah, Florida
WRITERS: C. Reid-W. Clark ARR: Ray Love
FLIP: Sweet Lovin' Daddy

#49
THE SNAKE (3:26) Al Wilson-Soul City 767
6920 Sunset Blvd., H'wood, Calif.
PROD: Johnny Rivers-Marc Gordon
c/o Soul City
PUB: E. B. Marks BMI 136 W. 52 St., NYC.
WRITER: Oscar Brown, Jr.
FLIP: Getting Ready For Tomorrow

#50
POOR BABY (2:57) Cowsills-MGM 13981
1350 Ave. of the Americas, NYC.
PROD: Wes Farrell 39 W. 55 St. NYC.
PUB: Pocket Full of Tunes BMI
39 West 55 Street, NYC
Akbestal BMI 888 8th Ave., NYC.
WRITER: T. Romeo ARR: T. Romeo
FLIP: Meet Me At The Wishing Well

#51
BABY COME BACK (2:37) Equals-RCA 9583
155 East 24 Street, NYC.
PROD: Ed Kassner for President Rec. Ltd.
25 Denmark St., London, Eng.
PUB: Piccadilly BMI 135 W. 50 St., NYC.
Writer: Grant FLIP: Hold Me Closer

#52
BROWN EYED WOMAN (3:15)
Bill Medley-MGM 13959
1350 Ave of the Americas, NYC.
PROD: Bill Medley-Barry Mann
1521 S. Grand, Santa Ana, Calif.
PUB: Screen Gems/Columbia BMI
711 5th Ave, NYC.
WRITERS: Barry Mann-Cynthia Weil
FLIP: Let The Good Times Roll

#53
PLEASE RETURN YOUR LOVE TO ME (2:21)
Temptations-Gordy 7074
2457 Woodward Ave., Detroit, Mich.
PROD: Norman Whitfield c/o Gordy
PUB: Jobete BMI (same address)
WRITERS: Whitfield-Strong-Neely
FLIP: How Can I Forget You

#54
OVER YOU (2:22) Union Gap-Columbia 44644
51 West 52 Street, NYC.
PROD: Jerry Fuller c/o Columbia
PUB: Viva BMI
1800 N. Argyle, Suite 200, H'wood, Cal.
WRITER: J. Fuller ARR: Al Capps
FLIP: If The Day Would Come

#55
I NEVER FOUND A GIRL
(TO LOVE ME LIKE YOU DO) (2:40)
Eddie Floyd-Stax-Volt 0002
926 E. McLemore Ave., Memphis, Tenn.
PROD: Steve Cropper c/o Stax
PUB: East BMI (same address)
WRITERS: B. Jones-E. Floyd-A. Isbell
FLIP: I'm Just The Kind Of Fool

#56
I CAN'T DANCE TO THAT MUSIC
YOU'RE PLAYING (2:38)
Martha Reeves & The Vandellas-Gordy 70
2457 Woodward Ave, Detroit, Mich.
PROD: Deke Richards c/o Gordy
PUB: Jobete BMI (same address)
WRITERS: Richard-Dean FLIP: I Tried

"Chitty Chitty Bang Bang"

the most fantasmagorical musical entertainment in the history of everything!

UNITED ARTISTS

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Vital Statistics

DETAILED INFORMATION ABOUT TITLES ON THE CASH BOX TOP 100 THIS WEEK

* New to The Top 100

#57
IN-A-GADDA-DA-VIDA (2:52)
Iron Butterfly-Atco 6606
1841 Broadway, NYC.
PROD: Jim Hilton c/o York Pala
7715 Sunset Blvd., L.A., Calif.
PUB: Ten East BMI
7715 Sunset Blvd., L.A., Calif.
Cotillion BMI 1831 Bway, NYC
Itasca BMI c/o Assoc. Talent Mgt.
Union Bank Plaza 15233 Ventura Blvd.
Sherman Oaks, Calif.
WRITER: Doug Ingle
FLIP: Iron Butterfly Theme

#58*
I FOUND A TRUE LOVE (2:22)
Wilson Pickett-Atlantic 2558
1841 Broadway, NYC.
PROD: Tom Dowd c/o Atlantic
PUB: Cotillion BMI 1841 Bway, NYC.
Tracebob BMI c/o Bobby Womack
1337 Via Del Rey, E. Pasadena, Cal.
Erva BMI 200 W. 57 St., N.Y.C.
WRITERS: Reggie Young-Bobby Womack
ARR: Tom Dowd FLIP: For Better Or For Worse

#59
BREAK YOUR PROMISE (2:58)
Oel Fonics-Philly Groove 152
1776 Broadway, NYC.
PROD: Stan & Bell c/o Nickle Shoe
PUB: Nickle Shoe BMI
285 S. 52 Street, Phila., Pa.
Bellboy BMI c/o Thomas Bell
5904 Oxford St., Phila., Pa.
WRITERS: T. Bell-W. Hart
ARR: Thom Bell FLIP: Alfie

#60
MY WAY OF LIFE (2:55)
Frank Sinatra-Reprise 0764
4000 Warner Blvd., Burbank, Cal.
PROD: Don Costa
8961 Sunset Blvd., L.A. Cal.
PUB: Roosevelt BMI 1650 Bway, NYC.
WRITERS: Kaempfert-Rehbein-Sigman
ARR: Don Costa FLIP: Circles

#61
PIECE OF MY HEART (2:56)
Big Brother & The Holding Co.
Columbia 44626
51 West 52 Street, NYC.
PUB: Web IV BMI 1650 Bway, NYC.
Ragmor BMI 219 W. 79 St. NYC.
WRITERS: J. Ragovoy-B. Berns
FLIP: Turtle Blues

#62
FOR THE LOVE OF IVY (3:40)
Mamas & Papas-Dunhill 4150
449 S. Beverly Drive, Bev. Hills, Cal.
PROD: Lou Adler c/o Dunhill
PUB: Wingate & Honest John ASCAP (same address)
WRITERS: John Phillips-Denny Doherty
FLIP: Strange Young Girls

#63
OOWN ON ME (2:25)
Big Brother & Holding Co.-Mainstream 662
101 West 57 Street, NYC.
PROD: Bob Shad c/o Mainstream
PUB: Brent BMI (same address)
ARR: J. Joplin FLIP: Call On Me

#64
I MET HER IN CHURCH (2:40)
Box Tops-Mala 12017
1776 Broadway, NYC.
PROD: Dan Penn
2870 Baskin St., Memphis, Tenn.
PUB: Press BMI
905 16th Ave. S., Nashville, Tenn.
WRITERS: Penn-Oldham ARR: Mike Leech
FLIP: People Gonna Talk

#65
THE WEIGHT (2:40) The Band-Capitol 2269
1750 N. Vine, H'wood, Calif.
PROD: John Palladeno c/o Capitol
PUB: Callee ASCAP 15 E. 48 St. NYC.
WRITER: Jr. Robertson
FLIP: I Shall Be Released

#66*
SWEET BLINONESS (3:24)
Fifth Dimension-Soul City 768
6270 Sunset Blvd. L.A. Calif.
PROD: Bones Howe c/o Mr. Bones Howe
8833 Sunset Blvd. L.A. Calif.
PUB: Tunafish BMI 555 Madison Ave., NYC.
WRITER: Laura Nyro
ARR: R. Pohlman-B. Alcivar-B. Holman
FLIP: Bobbie's Blues

#67
HEY WESTERN UNION MAN (2:37)
Jerry Butler-Mercury 72850
35 E. Wacker Drive, Chicago, Ill.
PROD: Gamble Huff, 250 S. Broad St., Phila., Pa.
PUB: Parabut BMI c/o Ensign 1501 Bway, NYC.
Double Diamond BMI, 250 S. Broad St., Phila., Pa.
Downstairs BMI 5412 Osage Av., Phila., Pa.
WRITERS: Gamble-Huff-Butler
ARR: Bobby Martin
FLIP: Just Can't Forgt About You

#68*
ELENORE (2:31) Turtles-White Whale 276
8961 Sunset Blvd. L.A. Calif.
PROD: Chip Douglas for Douglas Hatlelid
8833 Sunset Blvd. L.A. Calif.
PUB: Ishmael BMI 8490 Sunset Blvd. L. A. Cal.
Blimp BMI 8961 Sunset Blvd. L.A. Cal.
WRITERS: The Turtles FLIP: Surfer Dan

#69
SHAPE OF THINGS TO COME (1:57)
Max Frost & The Troopers-Tower 419
1750 N. Vine, H'wood, Calif.
PROD: Mike Curb for Sidewalk
9000 Sunset Blvd., H'wood, Calif.
PUB: Screen Gems/Columbia BMI
711 5th Ave., NYC.
WRITERS: B. Mann-C. Weil FLIP: Free Lovin'

#70
SHOOT 'EM UP BABY (2:40)
Andy Kim-Steed 710
c/o Dot 1507 N. Vine, H'wood, Calif.
PROD: Jeff Barry c/o Steed
PUB: Unart BMI 729 7th Ave., NYC.
WRITERS: J. Barry-Andy Kim
ARR: Dean Christopher
FLIP: Ordinary Kind Of Girl

#71*
THEN YOU CAN TELL ME GOODBYE (2:47)
Eddy Arnold-RCA 9606
155 East 24 Street, NYC.
PROD: Chet Atkins c/o RCA
800 17th Ave. S., Nashville, Tenn.
PUB: Acuff Rose BMI
2510 Franklin Rd., Nashville, Tenn.
WRITER: Loudermilk ARR: Bill Walker
FLIP: Apples, Raisins And Roses

#72*
SWEET YOUNG THING LIKE YOU (2:14)
Ray Charles-ABC 11133
1330 Ave. of the Americas, NYC.
PUB: Tangerine BMI & Wally Roker BMI
2107 W. Washington Blvd. L.A. Calif.
WRITER: Dee Ervin
FLIP: Listen They're Playing My Song

#73*
CHAINED (2:35) Marvin Gaye-Tamla 54170
2457 Woodward Ave., Detroit, Mich.
PROD: Frank Wilson c/o Tamla
PUB: Jobete BMI (same address)
WRITER: Frank Wilson
FLIP: At Last (I Found A Love)

#74
SAN FRANCISCO GIRLS (3:05)
Fever Tree-UNI 55060
8255 Sunset Blvd., H'wood, Calif.
PROD: Scott & Vivian Holtzman
c/o Micky Shapiro
8447 Wilshire Blvd. H'wood, Calif.
PUB: Piligree BMI c/o Mickey Shapiro
WRITERS: S. & V. Holtzman-Michael
FLIP: Come With Me (Rain Song)

#75
LOVE HEALS (2:38) Colours-Dot 17132
1507 N. Vine, L.A., Calif.
PROD: Danny Moore-Richard Delvy
for Robbins 7033 Sunset Blvd., L.A., Cal.
PUB: Hastings BMI 7033 Sunset Blvd.
L.A. Calif. Speed BMI 3908 Revere Av. L.A., Calif.
WRITERS: J. Dolton-G. Montgomery
FLIP: Bad Day At Black Rock, Baby

#76
BANG-SHANG-A-LANG (2:34)
The Archies-Calendar 1006
155 East 24 Street, NYC.
PROD: Jeff Barry 300 E. 74 St. NYC.
PUB: Don Kirshner BMI 665 5th Ave. NYC.
WRITER: Jeff Barry FLIP: Truck Driver

#77
ALFIE (2:58) Eivets Rednow-Gordy 7073
2457 Woodward Ave., Detroit, Mich.
PROD: Henry Cosby c/o Gordy
PUB: Famous ASCAP 1619 Bway, NYC.
WRITERS: H. David-B. Bacharach
FLIP: More Than A Dream

#78
ALL ALONG THE WATCHTOWER (2:01)
Jimi Hendrix-Warner Bros. 0767
40000 Warner Blvd. Burbank, Calif.
PROD: Hendrix c/o Yameta Co. Ltd.
400 Madison Ave., NYC.
PUB: Dwarf ASCAP 640 5th Ave., NYC.
WRITER: Dylan
FLIP: Burning Of The Midnight Lamp

#79
ICE IN THE SUN (2:10)
Status Quo-Cadet Concept 7006
320 E. 21 Street, Chicago, Ill.
PROD: John Schroeder c/o Pye Records
Great Cumberland Pl. London, Eng.
PUB: Duchess BMI c/o MCA
445 Park Ave, NYC.
WRITERS: M. Wilde-R. Scott
FLIP: When My Mind Is Not Live

#80
DON'T CHANGE YOUR LOVE (2:50)
Five Stairsteps & Cubie-Curtom 1931
c/o Buddah 1650 Bway, NYC.
PROD: Curtis Mayfield c/o Buddah
PUB: Camad BMI 79 W. Monroe St. Chi. Ill.
WRITER: C. Mayfield FLIP: New Dance Craze

#81
FOOL FOR YOU (2:43)
Impressions-Curtom 1932
c/o Buddah 1650 Bway, NYC.
PROD: Curtis Mayfield c/o Buddah
PUB: Camad BMI 79 W. Monroe St. Chi. Ill.
WRITER: C. Mayfield
FLIP: I'm Loving Nothing

#82*
I'VE GOT DREAMS TO REMEMBER (3:10)
Otis Redding-Atco 6612
1841 Broadway, NYC.
PROD: Steve Cropper c/o Atco
PUB: East BMI
926 E. McLemore Ave., Memphis, Tenn.
Redwall BMI 535 Cotton Ave., Macon, Ga.
WRITERS: Zelma Redding-O. Redding-Joe Rock
FLIP: Nobody's Fault But Mine

#83*
SUSIE Q (Part 2) (3:48)
Creedence Clearwater-Revival
Fantasy-616
1281 30th St. Oakland, Calif.
PROD: Saul Zaentz c/o Fantasy
PUB: Arc BMI 1619 Bway, NYC.
WRITERS: Lewis-D. Hawkins-Broadwater
FLIP: Susie Q (Part 1)

#84
LISTEN HERE (3:04)
Eddie Harris-Atlantic 2487
1841 Broadway, NYC.
PROD: Arif Mardin c/o Atlantic
PUB: Hargrove BMI
c/o Pilgrim Mgt. 300 W. 58 St., NYC.
WRITER: Eddie Harris
FLIP: Theme In Search of a Movie

#85
TOMBOY (2:39) Ronnie Oove-Diamond 249
1650 Broadway, NYC.
PROD: Phil Kahl & Bill Justus c/o Melrose
PUB: Melrose ASCAP 31 W 54 St. NYC.
WRITERS: F. H. Stanton-C. Segal
ARR: B. Justus FLIP: Tell Me Tomorrow

#86
FLY ME TO THE MOON (2:45)
Bobby Womack-Minit 32048
6920 Sunset Blvd., L.A. Calif.
PROD: Chips Moman for Amen
827 Thomas St., Memphis, Tenn.
PUB: Almanac ASCAP 10 Col. Circle, NYC.
WRITER: Bart Howard
ARR: Mike Leech FLIP: Take Me

#87
YOU GOT THE LOVE (2:12)
Prof. Morrison's Lollipop-White Whale 275
8961 Sunset Blvd. Hollywood, Calif.
PROD: J. Levine-A. Resnick
c/o Super K 250 W. 57 Street, NYC.
PUB: Peanut Butter BMI & KasKat BMI
250 West 57 Street, NYC.
WRITERS: Levine-Resnick
ARR: Levine-Resnick FLIP: Gypsy Lady

#88
PER-SO-NAL-LY (2:09)
Bobby Paris-Tetragrammaton 1504
359 N. Cannon Dr. Beverly Hills, Cal.
PROD: Bobby Paris c/o Tetragrammaton
PUB: Peyotl BMI (same address)
WRITER: B. Paris ARR: Gene Page
FLIP: Tragedy

#89
BIPLANE EVERMORE (2:45)
Irish Rovers-Decca 32371
445 Park Ave., NYC.
PROD: Charles Bud Dant c/o Decca
PUB: Little Darlin' BMI c/o M. Cooper
1409 Claridge Dr. Beverly Hills, Calif.
WRITER: Martin Cooper
FLIP: Liverpool Lou

#90
OOWN HERE ON THE GROUND (3:37)
Lou Rawls-Capitol 2252
1750 N. Vine, H'wood, Calif.
PROD: Dave Axelrod c/o Capitol
PUB: Warner Bros. 7 Arts BMI
488 Madison Ave, NYC.
WRITERS: Lalo Schifrin-G. Garrnett
FLIP: I'm Satisfied

#91
CYCLES (3:00) Frank Sinatra-Reprise 0764
4000 Warner Blvd. Burbank, Calif.
PROD: Don Costa 89661 Sunset Blvd. L.A. Cal.
PUB: Irving BMI 1416 N. La Brea, L.A. Cal.
WRITER: Gayle Caldwell ARR: Don Costa
FLIP: My Way Of Life

#92*
I AIN'T GOT TO LOVE NOBODY ELSE (2:45)
Masqueraders-Bell 733
1776 Broadway, NYC.
PROD: Tommy Cogbill
827 Thomas St., Memphis, Tenn.
PUB: Press BMI 905 16th Av S. Nashville, Tenn.
WRITERS: C. Moore-L. Jones-R. Wrightsil
FLIP: I Got It

#93*
HOLE IN MY POCKET (2:45)
Barry Goldberg-Buddah 59
1650 Broadway, NYC.
PROD: Lewis Merenstein
3 East 57 Street, NYC.
PUB: Inherit BMI 57 W 56 St. NYC.
Toddmark BMI 22 E. Huron, Chicago, Ill.
Ishmael BMI 8490 Sunset Blvd, L.A. Cal.
WRITER: Danny Whitten
FLIP: Sittin' In Circles

#94*
HOLD ME TIGHT (2:50) Johnny Nash-Jad 207
221 West 57 Street, NYC.
PROD: J. Nash-Arthur Jenkins
(same address)
PUB: Johnny Nash BMI (same address)
WRITER: J. Nash ARR: A. Jenkins
FLIP: Cupid

#95
CINNAMON (2:35) Derek-Bang 558
1650 Broadway, NYC.
PROD: George Tobin-Johnny Cymbal
c/o Bang
PUB: Pamco BMI 1330 6th Ave., NYC.
WRIERS: G. Tobin-J. Cymbal
FLIP: This Is My Story

#96*
WORKING ON A GROOVY THING (3:08)
Patti Drew-Capitol 2197
1750 N. Vine, H'wood, Calif.
PROD: Maurie Lathower c/o Capitol
PUB: Screen Gems/Columbia BMI
711 5th Ave., NYC.
WRITERS: N. Sedaka-R. Atkins
ARR: Phil Wright FLIP: Without A Doubt

#97
THE MULE (2:42)
The James Boys-Phil La Of Soul 316
919 N. Broad St. Phil, Pa.
PROD: Jesse James (same address)
PUB: Dandelion BMI & James Boys BMI
(same address)
WRITER: J. James ARR: Bobby Martin
FLIP: The Horse

#98*
THOSE WERE THE DAYS (5:06)
Mary Hopkin-Apple 1801
c/o Capitol 1750 N. Vine, L.A. Calif.
PROD: Paul McCartney c/o Apple
PUB: Essex ASCAP 10. Col. Circle, NYC.
WRITER: Gene Reskin
FLIP: Turn Turn Turn

#99*
FUNKY JUDGE (2:25)
Bull & The Matadors-Toddlin' Town 108
c/o Scepter Records, 254 W. 54 St., NYC.
PROD: Sherrel-Cross
1827 S. Michigan Ave., Chicago, Ill.
PUB: Downstream BMI c/o Robt. Burris
2620 Bond Ave, E. St. Louis, Ill.
Vapac BMI 1829 Michigan Ave., Chicago, Ill.
Flomar BMI 254 54 Street, NYC.
WRITERS: A. Williams-L. Hutton
FLIP: The Funky Judge Instrumental

#100*
SWEET SMELL OF INCENSE (2:40)
F.O.B.-Hip 8002
926 E. McLemore Ave., Memphis, Tenn.
PUB: Rhombus BMI
P.O. Box 47 H'wood, Calif.
Halfpint BMI H'wood, Calif.
WRITERS: Markley-Morgan FLIP: Green Skies

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Atlantic 2546

ATLANTIC

Picks of the Week

DONOVAN (Epic 10393)
Lalena (2:52) [Peer Int./Hi-Count, BMI-Leitch]

"Hurdy Gurdy Man" reestablished Donovan as a Top 5 artist and will insure strong acceptance for his latest disk. "Lalena" finds the balladeer in a softer form as sweet strings accent a hauntingly beautiful folk-flavored ballad which gets stronger with each listen. Expect immediate acceptance from Top 40 listeners. Flip: "Aye My Love" (1:45) Same credits.

ELVIS PRESLEY (RCA 9610)
A Little Less Conversation (2:00) [Gladys, ASCAP-Strange, Davis]

A modified Stax beat will give Elvis Presley his biggest side in some years. Very contemporary date will win the long-time star many new fans and buyers, as well as more than please his old ones. Side, as well as flip, is from the forthcoming "Live A Little, Love A Little" Presley flick. Flip: Almost In Love" (3:00) [Gladys, ASCAP-Bonfa, Starr] This side is a lush ballad which should also pick up sales, as well as good music play.

CREAM (Atco 6617)
White Room (3:04) [Casserole, BMI-Bruce, Brown]

The months-old "Sunshine Of Your Love" catapulted Cream from the ranks of album best-sellers to singles heavyweights, and even the group's soon-due breakup should not keep the English trio from once again attaining top position with this pop-blues side. Musical tricks are similar to their current click, and so should be the results. Flip: "Those Were The Days" (2:52) [Casserole, BMI-Baker, Taylor]

HUGH MASEKELA (Uni 55085)
Puffin' On Down The Track (2:35) [Chisa, BMI-Mabaso]

Hugh Masekela takes the afro/jazz beat which brought him his "Grazin' In The Grass" goldie and adds a touch of Nashville and choo choo train sound effects, and should have another strong chart contender here. "Puffin' On Down The Track" moves with the speed of a jet, and sales should also. Flip: "Do Me So La So So" [Cherio, BMI-Masekela]

ARCHIE BELL & DRELLS (Atlantic 2559)
Do The Choo Choo (2:23) [World War Three/Double Diamond/Downstairs, BMI-Gamble, Huff]

Archie Bell & the Drells have found a vein of rich gold in their moving dance sides, ala "Tighten Up" and "I Can't Stop Dancing," and their hit streak should be kept intact with "Do The Choo Choo," their latest dance. As usual, the group displays a solid, funky form which will appeal to both the Top 40 and soul markets. Flip: "Love Will Rain On You" (3:03) [Cotillion/Orellia, BMI-Bell]

NANCY WILSON (Capitol 2283)
Peace Of Mind (2:39) [Almo, ASCAP-Woods]

With "Face It Girl, It's Over," Nancy Wilson established herself as a capable blues wailer, while at the same time managing to retain her good music following. On this latest side, (not the oldie), Miss Wilson delves even further into the soul idiom and her results should be even more rewarding. Beat ballad is her best lid to date. Flip: "This Bitter Earth" (2:25) [Play, BMI-Otis]

HERMAN'S HERMITS (MGM 13994)
The Most Beautiful Thing In My Life (2:52) [Kangaroo/Inquiry/Hi-Count/Noma, BMI-Young]

Teens found Herman's "Sunshine Girl" a most appealing lady, and should be equally interested in "The Most Beautiful Thing In My Life." Heavy string section puts Herman up front on a strong ballad effort which is primed for high chart action. Flip: "Ooh She's Done It Again" (2:14) [Man-Ken, BMI-Gouldman]

PETER, PAUL & MARY (Warner Bros.-7 Arts 7232)
Love City (Postcards To Duluth) (3:39) [Pepamar, ASCAP-Stookey]

Absent from the singles scene since their "Too Much Of Nothin' " click, the veteran folk/rock trio returns with another winner. Song uses a series of postcards to trace the changes in the life of a guy who moves from Duluth to "Love City." Ultra commercial production tricks, coupled with the meaningful lyrics, should make this deck a fast riser. Flip: "Yesterday's Tomorrow" (3:30) [Pepamar/Warner-Sevarts, ASCAP-Travers, Dorough]

WAYNE NEWTON (MGM 13993)
Town And Country (3:28) [Russell-Cason, ASCAP-Russell]

Coming off his biggest pop hit in some time, "Dreams Of The Everyday Housewife," Wayne Newton will easily extend his streak with this excellent piece of material from Bobby "Honey" Russell. Easy-going side has the hit feel of "Honey," but the subject matter (the ups and downs of a city boy and country girl) is love. Emotional ditty will grab listeners of all ages. Flip: "The Silence Says" (1:59) [Wayjerny, BMI-Newton, Vincent]

TROGGS (Fontana 1630)
Surprise, Surprise (I Need You) (2:45) [Dick James, BMI-Presley]

England's Troggs will more than better their "You Can Cry If You Want To" click with this straight-from-the-bubble gum machine heavy beat rocker. Cute vocal arrangements and a solid dance feel should catapult this lid to a quick, high chart berth. Flip: "Cousin Jane" (2:20) [Dick James, BMI-Page, Matthews]

JOHNNY MATHIS (Columbia 44637)
You Make Me Think About You (1:55) [Artists Music, ASCAP-Hilliard, Mersey]

Johnny Mathis should have a winner in his possession with this romantic ballad from the motion picture, "With Six You Get Egg Roll." The chanter's velvety vocal is sure to please his numerous fans. Put this one high on your lists of disks to watch. Flip: "Night Dreams" (2:46) [Roosevelt & AMRA for GEMA, BMI-Singleton, Rehbein, Kaempfert]

Picks of the Week

WILLIE MITCHELL (Hi 2151)
Up-Hard (2:00) [Beaik, BMI-Miller]

The trend to soul instrumentals (which Willie Mitchell was a key figure in) is still going strong, and the vet horn man should have little trouble duplicating his "Prayer Meeting" and "Soul Serenade" success with this powerhouse side pulled from his "Solid Soul" LP. Look for dual-market action on this side. Flip: "Beale Street Mood" (2:17) [JEC, BMI-Hodges, Mitchell]

BROOK BENTON (Cotillion 14977)
Do Your Own Thing (2:54) [Trio, BMI-Leiber, Stoller]

Brook Benton marks his switch to Cotillion with a well-timed reading of "Do Your Own Thing," currently seeing heavy airplay as a Thom McAm shoe commercial. Benton's smooth vocal stylings deliver the teen-aimed message in chart-winning fashion. Flip: I Just Don't Know What To Do With Myself" (2:40) [U.S./Blue Seas/Jac, ASCAP-Bacharach, David]

BOB CREWE (Dynovoice 928)
An Angel Is Love (4:05) [Ensign, BMI-Crewe, Fox]

This is hit producer Bob Crewe's first vocal effort since his "Wiffenpoof Song" hit days. A long instrumental opening intro's the pretty ballad side (which will see heavy exposure as part of the "Barbarella" soundtrack) and Crewe's vocal artistry, coupled with outstanding vocal chorus work, takes it the rest of the way. Good music exposure should open the door to heavy Top 40 play. Flip: "The Black Queen's Beads" (3:25) Same credits.

HASSLES (United Artists 50450)
'4 O'Clock In The Morning (2:59) [Unart, BMI-Joel, Dizek]

The Hassles have been knocking at the door to stardom since their disk debut last year, and this ultra-commercial disk, with outstanding production and arrangements, will finally bring them strong success. Deck changes tempo several times and sounds fresh and exciting all the way through. Flip: "Let Me Bring You To The Sunshine" (3:06) [Roosevelt, BMI-Kaye, Fox, Palmer, Tyme]

STEVE MILLER BAND (Capitol 2287)
Living In The U.S.A. (403) [Ohio River Valley Songs, BMI-Miller]

With an album currently in the charts, the Steve Miller Band should find a large audience ready and eager to hear "Living In The U.S.A." The side is an infectious, funky romp that should make a substantial amount of chart and sales noise. Flip: "Quicksilver Girl" (2:40) [Ohio River Valley Songs, BMI-Miller]

TOKENS (Warner Bros. 7 Arts 7233)
The Banana Boat Song (2:13) [E. B. Marks, BMI-Arkin, Darling, Carey]

The Tokens saw good regional action for their last release, and this reworking of the old Tarriers smash could put them back on the hit track in a big way. Arrangement stays close to the original, but a heavy rock beat and the group's falsetto vocal tricks make the song fresh for a new audience. Flip: "Grandfather" (2:10) [Bright Tunes, ASCAP-Margo, Margo, Medress, Siegel]

MARLENA SHAW (Cadet 5618)
Looking Thru The Eyes Of Love (2:56) [Screen Gems-Columbia, BMI-Mann, Weil]

Marlena Shaw, who's been responsible for hits herself, turns in an outstanding reading of the while-back Gene Pitney people-commentary. Ultra commercial ballad is handled in super-smooth style by the lark and should see heavy Top 40 action on its way to a chart berth. Flip: "Anyone Can Move A Mountain" (2:59) [St. Nicholas/Video Craft, ASCAP-Marks]

CRYAN' SHAMES (Columbia 44638)
Greenburg, Glickstein, Charles, David Smith & Jones (2:14) [Destination, BMI-Guillory, Fairs]

The Cryan' Shames have seen heavy action, including a few Top 100 stands, on past releases, and all the stops have been pulled out on this deck to insure a hit. Production tricks have been borrowed from a host of top groups, and the record, a shouting, throbbing rock lid, should go all the way. Flip: "The Warm" (2:32) [Destination, BMI-Fairs]

GLORIES (Date 1622)
No News (2:34) [B. Yorey, BMI-Ruffin]

The Glories are back with another strong side, but with even more power than their past releases. "No News" is not good news to the femme group, and they tell the tale utilizing scintillating arrangements that build with electric-charged soul. Should spread from the soul market straight to the heart of popdom. Flip: "Oh Baby That's Love" (2:05) [New Image, BMI-Medwin]

JERRY-O (White Whale 282)
(Funky) Four Corners (2:38) [Athoy/Boo-Ga-Loo/Lovelane, BMI-Murray, Payton, Jones]

White Whale marks its entry into the R&B field with a master purchase which is already seeing action. Side features Jerry-O, who could easily top his "Karate Boo-Ga-Loo" success with this non-stop dance ditty. Excitement runs rampant through the deck, which should easily spread into pop markets. Flip: "Soul Lover" (2:55) [Boo-Ga-Loo/Lovelane, BMI-Murray]

GARY (U.S.) BONDS (Botanic 1002)
I'm Glad You're Back (2:25) [Lonstan, BMI-Wiliams, Anderson, Harrison]

Advance dubs have already resulted in a flock of R&B airplay for the return-to-disks of Gary (U.S.) Bonds. Chanter sounds like a brand new artist as he blends the Otis Redding-style with his own. Tune is a no-holds barred rock/soul effort with built-in appeal for both R&B and pop markets. "Funky Lies" (2:10) Same credits.

Our First Four:

Jackie Lomax

Jackie is 24 and comes from Wallasey which lies on the river Mersey.

He worked as a lorry driver and a wages clerk among other things.

In 1962 he formed a rock n' roll group called the Undertakers.

In 1966 Jackie went with them to America.

Now he's with Apple and has made his first single with us.

It's called Sour Milk Sea. Written and produced by George Harrison.

Jackie himself wrote the "B" side – The Eagle Laughs at You.

Both have a tough hard beat. Rock n'roll 1968.

Hear them now.

Jackie Lomax: Sour Milk Sea (b/w The Eagle Laughs At You)
An Apple Single. Number 1802

The Black Dyke Mills Brass Band

When Paul McCartney wrote "Thingumybob" for a television series of the same name, he said he wanted to get a true brass band sound.

So what did he do. He used the best band in the land – The Black Dyke Mills Brass Band.

They won the title in October last year. Conducted by Geoffrey Brand they've held this title 7 times since 1945.

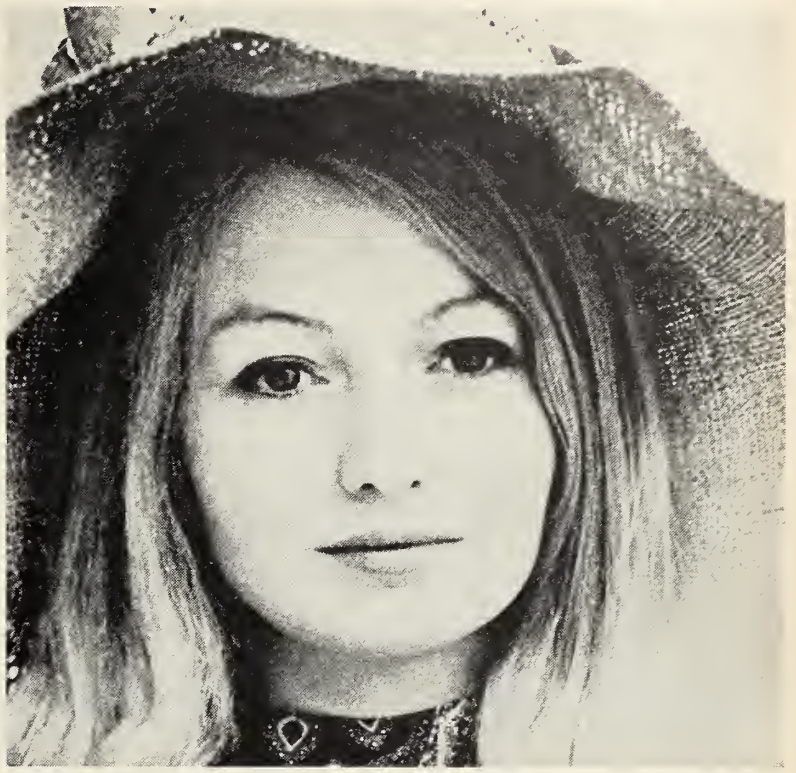
Back to "Thingumybob". On the "B" side there's "Yellow Submarine" like you've never heard it played before.

The sound is beautiful and brassy.

Just what Paul wanted.

You'll want it too, once you've heard it.

The Black Dyke Mills Brass Band: Thingumybob (b/w Yellow Submarine)
An Apple Single. Number 1800



Mary Hopkin

Mary is 18 and comes from Wales. Pontardawe in fact. She's been singing since she was four.

Mary took singing lessons on Saturday and her mother hoped that this would lead to studies at the Cardiff College of Music.

It didn't.

It led via Opportunity Knocks and appearances on Welsh television, to Twiggy hearing her. Twiggy told Paul McCartney and Paul McCartney asked her to come up to London.

Her voice was as beautiful as Twiggy had said.

Apple records signed her up.

Now you can hear and buy her first single – "Those were the days" produced by Paul McCartney. It's pure and beautiful.

Like Mary.

Mary Hopkin: Those Were The Days (b/w Turn, Turn, Turn)
An Apple Single. Number 1801

John, Paul, George and Ringo.

Their latest . . . A seven minute long single called "Hey Jude!" On the flip side "Revolution".

Enough said.

The Beatles: Hey Jude (b/w Revolution)
An Apple Single. Number 2276

Apple Records.

Picks of the Week

ROY ORBISON (MGM 13991)
Heartache (3:12) [Acuff-Rose, BMI-Orbison, Dees]

There's still plenty of action left in Roy Orbison, and the vet chanter should make a quick trip up the charts with this emotion-grabbing ballad effort, delivered in his well-known style. Gently building power unfolds a panorama that engulfs the listener. Bright sales and programming prospects. Flip: "Sugar Man" (2:41) Same credits.

MILTON BERLE (VMC 726)
Yellow Submarine (2:50) [Maclen, BMI-Lennon, McCartney]

Comedian Milton Berle's amusing version of the Beatles' famed "Yellow Sumbarine" may well turn into a left field smash. Berle's asides have a quality all their own, and his banter could send the deck to chartsville. Flip: "My Jacquie" (2:00) [Vail, ASCAP Harris]

Newcomer Picks

MELLOW MOODS (We Make R&R 1602)
When You Go Take Your Memories Too (2:23) [Double Diamond/Chardon, BMI-Huff]

Female falsetto lead coupled with an outstanding Gamble-Huff production job should give the Koppleman-Rubin label its second big hit. Group sings a teen-aimed song which is in for wide acceptance on both the Top 40 and R&B levels. Excitement builds and the melody becomes familiar after a quick listen. Flip: "Who's Afraid Of The Big Bad Hurt" (2:50) Same credits.

RHETTA HUGHES (Tetragrammaton 1505)
You're Doing With Her—When It Should Be Me (2:45) [Colfam, BMI-Armstrong]

Here's a soul-loaded label debut by Rhetta Hughes which should really heat up the already-steaming Tetragrammaton firm. Lid hits with tremendous impact and the only question should be whether it will hit the Top 100 or R&B charts first. Stunning vocal artistry by Miss Hughes. Flip: "Gimme Some Of Yours—I'll Give You Some Of Mine" (2:16) [Colfam, BMI-Armstead, Venson]

AUSTIN ROBERTS (Philips 40560)
Mary And Me (2:33) [Ampco, ASCAP-Roberts]

Austin Roberts is headed for the charts with his first effort, a sprightly tune which couples the appeal of "Sunny" and "Honey" into one easy-flowing, catchy lid. Roberts vocal work is so strong that it overshadows the excellent arrangement, and makes the song one to hear and hear again. Flip: "I'll Smile" (2:05) [Goodness & Truth/MRC, BMI-Jerome, Jerome]

LEMONADE CHARADE (Bell 742)
The Straight Life (2:46) Viva, BMI-Curtis

The Lemonade Charade may very well have a smash with their full-bodied rock treatment of Sonny Curtis' country hit, "The Straight Life." The song leads itself to the Charade's arrangement and has, in their version all the earmarks of a pop winner. Keep your eye on it. Flip: "You Sun Needs To Shine" (2:32) [Barmour, BMI-Talton, Moon]

SPAULDING WOOD AFFAIR (Kapp 942)
Something About You (2:58) [Daedalus, BMI-Spaulding]

An infectious debut for the Spaulding Wood Affair, a male-female vocal duo, should bring the group's imaginative styling to public notice. Deck has a soft feel and quietly sneaks up on you while listening. Top 40 potential here, but also a contender for good music acceptance. Flip: "Your Tomorrow" (2:22) [Daedalus, BMI-Spaulding, Wood]

PETER KASTNER (Colgems 1029)
I Just Can't Get Over You (2:39) [Screen Gems-Columbia, BMI-Bayer, Fischoff]

Peter Kastner will sing "I Just Can't Get Over You" in an early episode of "The Ugliest Girl In Town," the new weekly TV series in which he stars, and that will give this disk an excellent send-off. Kastner's romantic, whispery voice may well be repeatedly heard throughout the airwaves in the near future. Flip: "Time Out" (2:40) [Screen Gems-Columbia, BMI-Bayer, Fischoff]

Best Bets

MOON PEOPLE (Speed 003)
Land Of Love (2:55) [Peek-A-Boo/Slew, BMI-Jakabeck, Marin] Lots of winning ingredients make this instrumental rock number a potential winner in both Top 40 and R&B markets. Very danceable side is already picking up strong play. Flip: "Revolt" [First Date/Slew, BMI-Lewis, Ramirez]

JAMES BROTHERS (Page One 21009)
I Forgot To Give Her Love (2:12) [Mills, ASCAP-Armstrong, Demick] Powerhouse side from England could steal away a lot of loot for the James Brothers. Strings counterpoint an intriguing vocal effort by the group and the effect is a smooth-sounding rock date. In for plenty of action. Flip: "The Truth About It" (2:21) [Same credits]

BOBBY SCOTT (Columbia 44640)
Star (2:07) [20th Century, ASCAP-Cahn, Van Heusen] The title song from the soon-due Julie Andrews flick is handled in superb fashion by Bobby Scott. Good music play is inevitable, but keep your eyes open for strong reaction from the Top 40's. Deck has that once-in-a-while smooth music hit feel. Flip: "Climb Every Mountain" (3:26) [Williamson, ASCAP-Hammerstein, Rodgers]

ETTA JAMES (Chess 5620)
You Got It (2:34) [Cotillion, BMI-Covay] Veteran lark Etta James could get back in her "Tell Mama" winning ways with the all-out soul effort by Don Covay. Lark belts out the side with all her power and plenty of R&B play should accrue to the deck. Flip: No info available.

Best Bets

AESOPS FABLES (Cadet Concept 7005)
I'm Gonna Make You Love Me (3:48) [Act 3/Downstairs, BMI-Ross, Gamble, Williams] Popular blue-eyed soul group marks their label switch with a powerful reworking of the recent Madeline Bell smash. Lots of potential for R&B and Top 40 play in the interesting new arrangement. Flip: "They Go Out And Get It" (2:30) [Copperleaf, BMI-Arnell, Lisi, Troob, Rome]

RANDY NEWMAN (Reprise 0771)
Last Night I had A Dream (2:03) [January, BMI-Newman] Top tunesmith Randy Newman aims for a chart hit of his own with this heavyweight psychedelicized ode, which should pick up lots of play on underground FM'ers as well as Top 40 outlets. Flip: "I Think He's Hiding" (3:04) [Same credits]

CLEAN SWEEPS (Philips 40556)
Karen (3:00) [Flaky Crust/MRC, BMI-Toops] Pretty rock ballad offering from the Clean Sweeps could mean plenty of fame and fortune in the months to come. Melody line is one that the kids will easily remember. Flip: "Spanish Harlem" (2:47) [Progressive/Trio, BMI-Leiber, Spector]

JONATHAN KING (Parrot 3021)
1968 (A Message To The Presidential Candidates) (2:50) [Mainstay, BMI-King] Jonathan King turns in a highly commercial and timely discourse on the sad state of American politics which could see heavy airplay and resultant sales. Flip: "Colloquial Sex (Legend of Today)" (2:12) [Same credits]

BRIAN AUGER & TRINITY (Atco 6611)
Black Cat (3:23) [Cotillion, BMI-Auger] Auger & the Trinity, who also play with Julie Driscoll, go it alone on this wild jazz/blues number, complete with ear-piercing vocal shouts. Definitely a hot disko number, with strong air potential for all rock markets. Flip: "In And Out" (3:06) [Taggie, BMI-Montgomery]

BIT 'A' SWEET (ABC 11125)
2086 (2:40) [Luvlin, BMI-Duboff, Kornfeld] A side culled from the group's "Hypnotic I" LP could establish Bit 'A' Sweet as a major chart entity. Deck relates conditions as they will be in the year 2086 in a commercial, easy-going rock style. Could be big. Flip: "A Second Time" (7:20) [Luvlin, BMI-Duboff]

SANDPEBBLES (Calla 155)
Never My Love (2:58 [Tamerlane, BMI-D. & R. Addrissi] The Sandpebbles put lots of love power into this soul reworking of the recent Association goldie, and could spark another chart run for the song. Gutsy side should see loads of play. Flip: "Who Knows What Will Be Tomorrow" (2:45) [Unbelievable, BMI-Vann]

EXCITERS (RCA 9633)
Take One Step (I'll Take Two) (3:00) [Millbridge, BMI-Rooney, Banks] The Exciters return to the disk scene with a moving up-to-date sound which should put them back in the best-seller ranks. Pride is the problem, and the title gives the solution. A comer. Flip: "If You Want My Love" (2:42) [Same credits]

PIECES OF EIGHT (Mala 12024)
I'd Pay The Price (Pt. 1) (2:22) [Papa Don, BMI-Dillard, Schroeder] The Pieces Of Eight could see nice action with this groovy, steady-moving rock session. Give it a listen. Flip: (Pt. 2-Same Credits)

JERRY JAYE (Hi 2150)
Long Black Veil (2:54) [Cedarwood, BMI-Wilkin, Dill] Jerry Jaye (of "Hey Josephine" fame) could return to this money-making ways with this soft reading of the old country standard which tells of an innocent man's hanging. Grows on the listener. Flip: "I Started Loving You Again" (2:24) [Blue Book, BMI-Haggard]

DON PERRIN (Ranwood 822)
Smell The Color Blue (2:35) [Able/Lute, ASCAP-Perrin] Newcomer Don Perrin makes an auspicious debut with this well-produced self-penned deck. Love, and the effect it has on the senses, is the subject, and hitting the charts is the object. Has strong potential for Top 40 acceptance. Flip: "Pick A Color" (3:00) [Same credits]

BAGDADS (Double Shot 133)
Bring Back Those Doo-Wopps (2:34) [Big Shot, ASCAP-Rodgers] A tribute to those 'oldies-but-goodies' is delivered in 1950's style, soulful and sweet, by the Bagdads. Lots of well-remembered titles used in this lid, which could find strong acceptance in markets partial to the old sounds. Flip: "Green Power" (1:55) [Hot Shot, BMI-Sinclair]

DYKE & BLAZERS (Original Sound 83)
Funky Bull Pt. I (2:13) [Drive-In/Westward, BMI-Christian] Dyke & the Blazers, who had the original hit with "Funky Broadway" a while back, could score again with this soul filled dance deck. Mexicali flavor makes this a side to watch. Flip: "Funky Bull, Pt. II" (2:15) [Same credits]

SOUNDS OF OUR TIMES (Capitol 2291)
Hey Jude (3:08) [Maclean, BMI-Lennon, McCartney] The latest Beatles masterpiece easily lends itself to interpretation by a large orchestra, and the Sounds Of Our Times wastes no time in providing a Herb-Alpert horn reading which MOR stations will find to their liking. Flip: "Harper Valley P.T.A." (2:55) [Newkeys, BMI-Hall]

HENRY JEROME (United Artists 50441)
Chitty Chitty Bang Bang (1:45) [Unart, BMI-Sherman, Sherman] Delightful polka reading of the main theme from the soon-due kiddie movie (which should also become an adult favorite) is handed in by the Henry Jerome Orchestra. A fun song. Flip: "You're Nobody Till Somebody Loves You" (2:18) [Southern, ASCAP-Stock, Morgan, Cavanaugh]

NANCY ADAMS (Philips 40557)
Ypsilanti (2:05) [Don C/Flonan, ASCAP-Huddleston] Off-beat, tongue-in-cheek tribute to the glories of Ypsilanti, Michigan is delivered in winning style by newcomer Nancy Adams. Good music reaction should be instantaneous, and Top 40 reaction could easily follow. Flip: "It's A Wild Strawberry Day" (2:35) Same credits.

WICHITA TRAIN WHISTLE (Dot 17152)
Don't Cry Now (2:48) [Screen Gems-Columbia, BMI-Nesmith Monkee Mike Nesmith wrote and produced this deck. Side is a bouyant, country-flavored instrument featuring infectious banjo work. Could go. Flip: "Tapioca Tundra" (2:58) [Screen Gems-Columbia, BMI-Nesmith]

J. J. JACKSON (Loma 2104)
Courage Ain't Strength (2:23) [Meager, BMI-Meshel] Could be a substantial amount of airplay on tap for this R&B advice ode. J. J. Jackson's spirited vocal could make the side catch on. Flip: "That Ain't Right" (2:31) [Meager, BMI-Jessup, Foster]

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CAL/CAS-2264

The Impossible Dream, Moments to Remember, Lili Marlene, Yesterday I Heard the Rain, Honey, Somebody Loves You, Life Is But a Moment, In Love Again.
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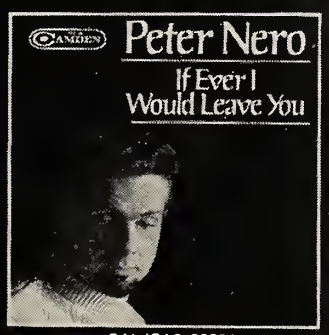

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RCA

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CashBox Record Reviews

Best Bets

MICKEY NEWBURY (RCA 9632)
Got Down On Saturday (Sunday In The Rain) (2:58) [Acuff-Rose, BMI-Newbury] Songwriter Mickey Newbury has a strong future as an artist, and this deck may be his first giant step. Nashville-produced deck features a strong English-rock (circa 1965) sound, but with many added effects, including a strong close. Flip: "Sweet Memories" (3:19) [Same credits]

ANN DUQUESNEY (Capitol 2280)
I Surrender (2:35) [Suron/Luvlin, BMI-Savoy] Newcomer Ann Duquesney makes a powerful bid for heavy R&B play and sales with this mid-tempo solid-soul side. Lyrical construction has some catchy moments which the teens will go for, making the side a Top 40 contender also. Flip: "Like I Never Loved You" (3:04) [Honey Girl, BMI-Roach]

LAFAYETTE (Date 1621)
The Son Of Hickory Holler's Tramp (2:38) [Blue Crest, BMI-Frazier] This contagious instrumental version of O. C. Smith's biggie may well become a listened-to item in some circles. Merits a spin. Flip: "Poverty (A Pobreza)" (2:39) [Barros]

JIMMY RODGERS (A&M 976)
Today (4:07) [Miller, ASCAP-Sparks] Here's a pretty version from Jimmy Rodgers of the years-back New Christy Minstrels hit. Jimmy's gentle, romantic delivery could bring the song back into prominence. Could also be some action in the cards for the pleasant Rod McKuen song on the flip: "The Lovers" (4:43) [Almo, ASCAP-McKuen]

JIMMY WISNER SOUND (Columbia 44651)
Interlude (2:21) [Screen Gems-Columbia, BMI-De LaRue, Shaper] Vet producer-artist Jimmy Wisner will provide plenty of MOR stations with programming material as a result of this lushly-orked reading of the theme from the current flick. Should make a good juke box lid. Flip: "La Playa" (2:20) [Essex, ASCAP-Wetter]

HUGO & LUIGI CHORUS & ORK (RCA 9636)
Maggie Flynn (2:15) [Valando/HLG, ASCAP-Hugo, Luigi, Weiss] The title song from the coming Broadway musical, which they co-wrote, serves as the return vehicle for Hugo & Luigi to the disk scene after a long absence. Happy disk with good music stations will play heavy. Flip: "Pitter Patter" (3:02) [Same credits]

NAT ADDERLEY (A & M 971)
Electric Eel (3:05) [Upam, BMI-Adderley] Self-penned effort by jazz/pop man Nat Adderley should find lots of room on good music and jazz format shows for his latest, a lively and commercial date. Good sales and juke box possibilities. Flip: "You, Baby" (2:45) [Jobete, BMI-Hunter, Goga, Bowen]

YEAR 2000 (AMY 11035)
Pop Goes The Weasel (2:05) [Big Bucks/Big Junior, BMI-Jordan] Well-produced bubble-gum novelty could put Year 2000 on the charts before their time. Based on the old children's rhyme, the song has strong teen and dance appeal. Flip: "Perfect Love" (3:25) [Big Bucks/Big Junior, BMI-Lacentra]

MARVIN HOLMES & UPTIGHTS (Revue 11026)
Ride Your Mule Part I (2:24) [Wilhos, BMI-Holmes] An offspring of the Horse, the Mule is a new dance attracting lots of attention via disk interpretations. Marvin Holmes & the Uptights could cash in on the scene with this moving instrumental with vocal instructions. Flip: Part II (2:39)

FREDDY CANNON (We Make R&R 1604)
Sea Cruise (2:00) [Ace/Lancer, BMI-Smith Vincent] Vet rock star Freddy Cannon came close to making a strong comeback with his first release for the Koppleman-Rubin label, and this revival of the Frankie Ford smash could put him over the top. Flip: "She's A Friday Night Fox" (2:20) [Cannlynn, BMI-Cannon, Roberts]

FRED HUGHES (Cadet 5616)
Love Is Ending (2:36) [Jalynne, BMI-Hughes] Don't pass over this excellent R&B date from Fred Hughes when looking for a hit. Side is a building, chorus-aided mid-tempo date with strong possibilities for Top 40 sales action. Flip: "Baby Don't Go" (2:26) Same credits.

NEWLOOK (TRX 5011)
East Of The Dawn (In The Year Of Our Love) (2:31) [Acuff-Rose, BMI-Folger, Childress] The Newlook could break through the hit barrier with this soft-rock date that has a catchy feel that will almost reach out and grab your attention. Worth a close listen. Flip: "What Did You Take Me For" (2:35) [Rose, BMI-D. & R. Blackwell]

RONNIE MILSAP (Scepter 12228)
Do What You Gotta Do (3:14) [Johnny Rivers, BMI-Webb] Oft-cut tune, just off the charts through Bobby Vee's reading, could pop right back on as a result of this soul-tinged recitation by Ronnie Milsap. Should find heavy air support. Flip: "Mr. Mailman" (2:20) [Press, BMI-James]

MOONDOG LAWTON (Heart & Soul 204)
Dollars And Cents (2:20) [New Breed, BMI-Lynn] Lou (Moondog) Lawton could pick up a heap of dollars and cents with this all-out funky side which takes the view that money is where it's at. Lots of R&B jocks will think this deck is where it's at. Flip: No info available.

BARBARA WEST (Ronn 27)
Anyone But You (3:24) [T.M., BMI-Barry] Simple but effective arrangement highlights this attractive blues ballad from Barbara West. Deck has a timeless sound and could easily become a Top 10 pop smash. Flip: "You're No Good" (2:25) [Morris, BMI-Ballard, Jr.]

MARILYN McGINNIS & MAGIC CIRCLE (Dunhill 4159)
A Song That Never Comes (2:35) [Ampco, ASCAP-Cashman, Pistilli, West] Good music and Top 40 appeal is built into the grooves of this Spanky-styled deck, ably performed by Marilyn McGinnis & the Magic Circle. Happy sound should brighten any playlist. Flip: "Down In The Cellear" (2:56) [Trousdale, BMI-McGinnis, Connors]

SHEILA WILKERSON (RFT 3012)
Baby You're A Jive Cat (2:20) [Hyannis, BMI-Johnson, Wilkerson] Gutsy soul effort by Sheila Wilkerson could pull lots of R&B airplay and sales. Lark has an off-beat vocal approach which adds much appeal to the lid. Flip: "Can You Do It" (2:35) [Hyannis, BMI-Tinory, Wilkerson]

DANNY WAGNER & KINDRED SOUL (Imperial 66327)
Harlem Shuffle (3:12) [Marc-Jean/Keymen, BMI-Nelson] Wagner & the Kindred Soul saw regional action on their last deck, and could find strong national support for their current effort, a stirring reworking of the popular "Harlem Shuffle." Flip: "When Johnny Comes Marching Home" (2:36) [Brave New World, BMI-Davenport, Kuhn]

EVERY MOTHER'S SON (MGM 13987)
Rainflowers (2:07) [Pocket Full Of Tunes/Tobi-Ann, BMI-Larden, Larden] Hard-driving beat contrasts sharply with the soft-sounding lyrics of this latest effort from Every Mother's Son. Could put the group back into the thick of the action. Flip: "For Brandy " (2:30) [Same credits]

KENNY & ACCENT REVUE (TRX 5012)
The Dark End Of The Street (2:17) [Press, BMI-Moman, Penn] The while back James Carr R&B hit is taken for a pop ride by Kenny & the Accent Revue and the destination may be in the high reaches of the charts. Deck still has soul overtones. Flip: "You Better Take Me Home" (2:12) [Acuff-Rose, BMI-Dennedy, David]

BARNEY KESSEL (Prince 7168)
Mon Amour, Mon Ami (2:45) [Criterion, ASCAP-Popp] Pretty ballad from the writer of "Love Is Blue" gets a smooth instrumental reading from guitarist Barney Kessel. Tune has already achieved some international success. Flip: "Invitation To The Blues" (2:22) [Goldsen, ASCAP-Fisher, Roberts, Gershwin]

Ukulele Talk (2:22) [Record Songs, ASCAP-Drake] Cute old-time ditty from the "Hello Dolly" star should become a hot juke-box number in the months to come. Anticipate plenty of airplay too. Flip: "That's Life" (2:40) [Four Star TV, BMI-Kay, Gordon]

BROTHER MAKES TWO (Capitol 2262)
Silly Ol' Me (2:35) [Dunaway, ASCAP-M. & K. McNeel] First disk from a new brother group (Mark & Kent McNeil) features a strong folk/rock ditty, put over in a warm & tender manner. Pretty love ballad is worth some close attention. Flip: "Don't Abuse Me" (2:15) [Same credits.]

STAN KENTON (Capitol 2278)
The Odd Couple (2:39) [Famous, ASCAP-Hefti, Cahn] Stan Kenton & the orchestra turn in a big band jazz arrangement of the theme from the current comedy hit. The always different Kenton sound should insure lots of middle-road play. Flip: "MacArthur Park" (5:12) [Canopy, ASCAP-Webb] (5:12) [Canopy, ASCAP-Webb]

YELLOW JACKETS (Smash 2180)
Hi Boy (2:10) [Kahoona Tunes, BMI-Marzano, Naumann, Calvert] Infectious big beat rock effort is reminiscent of the early Buddy Knox sound, but has been thoroughly updated for today's market. Has the goods. Flip: "When I First Saw Her Face" (2:30) [Running Bear/Kahoona Tunes, BMI-Marzano, Naumann, Calvert]

HOLY MACKEREL (Reprise 0768)
Bitter Honey (2:17) [Irving, BMI-Williams, Nichols] Building effort from the Holy Mackerel has the non-rock sound of the Association, but the production is all rock. The contrast is intriguing and the date has big things in store. Flip: "To Put Up With You" (3:20) [Same credits]

OTHER BROTHERS (Amy 11033)
Let's Get Together (2:32) [Belldale, BMI-Hart] Though not the oft-recorded Dino Valente tune, this song does carry the same message. Done in striking R&B style by the Other Brothers, lots of R&B and Top 40 jocks could soon be bringing it to the public. Flip: "Little Girl" (2:24) [Bill Petty, BMI-Garrett, Macafee]

RENE BAILEY (Carnival 539)
It's Too Late (2:55) Sanavan, BMI-Kelly, Evans] Rene Bailey could cop lots of chart laurels with this screaming blues effort. Lark has a powerful set of lungs and uses them well. Has merit for Top 40 consideration. Flip: "I'm Just Gonna Be Missing You" (3:02) [Same credits]

AMBASSADORS (Atlantic 2547)
We Got Love (2:50) [Blockbuster, BMI-Ambassadors] Striking soul side from the Ambassadors may give Atlantic another hot r&b act. Tune moves along at medium speed with maximum effect. Flip: "Never Get Tired Of Loving You" (2:43) [McLaughlin/Ala King, BMI-Wylie, Hester.]

PEPPERMINT HARRIS (Jewel 795)
Little Girl (1:50) [Su-Ma, BMI-Lewis] Lots of shouting and rhythm accent the commercial potential of this stomping blues date from Peppermint Harris. Lid should pick up lots of disko play and could even qualify for blues oriented FM'ers. Flip: "24 Hours" (2:28) [Same credits]

RAY CONNIFF & SINGERS (Columbia 44645)
Look Homeward Angel (2:33) [Vibar, ASCAP-Gold] The Ray Conniff Singers turn in their usual professional job on this reworking of the decade-old Johnny Ray hit. Set for plenty of spins on all good music outlets. Also a good juke box item. Flip: "People" (2:47) [Chappell, ASCAP-Styne, Merrill]

KATIE BRIGGS (Columbia 44596)
Green Power (3:11) [Hidle, BMI-Barnum, Anderson] Katie Briggs may stir up a storm of controversy via this dissertation on the power of money. Lark turns in a commercial, soul-filled effort which could bring her some money of her own. Flip: "Another Woman's Man" (2:32 [Hidle, BMI-Barnum, Norman]

CHEVRONS (MMC 016)
Love, I Love You (2:34) [Isonode, BMI-Isaacson, Roode] Soul-slanted offering from the Chevrons has a very contagious feel and could develop into a dual market pop & R&B hit. Mid-tempo ode has the goods. Flip: "Dreams" (1:52) [Same credits.]

MASTERS OF SOUL (Capitol 2255)
Please Wait For Me (My Darling) (2:52) [Beechwood/Orellia, BMI-Kibble, Hopkins, Bellard] Teen-slanted soul ditty is put over with conviction by the Masters Of Soul. Group utilizes some effective 1950's vocal harmonizing. Flip: "Love Loves Love" (2:56) [Beechwood, Orellia, BMI-Lee]

WINDJAMMERS (Music Factory 410)
Good To The Last Drop (2:25) [Extra, BMI-Crane, Ross] It's not that famous coffee that the boys are paying tribute to, but the sweetness of love. Number is done in an effective blues-pop bag and could make the grade. Flip: "We've Got A Good Thing Goin'" (2:29) [Kama Sutra, BMI-Arioli]

MONGRELS (M&L 101)
My Woman (2:15) [Flavio, BMI-Saifer, Bachman, Tellan] Nothing complex about this well-paced rock outing from the Mongrels and the kids will enjoy the sound. Good, clean Top 40 sound with hit potential. Flip: "Sitting In The Station" (2:05) [Mills, BMI-Murphy, Bachman.] Label's address is 1735 North Vine St., Hollywood.

JACK WALKER SINGERS (Nico 1740)
Hear The Drums (1:50) [Flavio, BMI-Walker] The Jack Walker Singers turn in a smoothly building, drum-oriented tune which should find acceptance on many good music outlets. Flip: "Little Dark Cloud" (2:58) [Same credits.]

SOUL SOCIETY (Dot 17136)
Sidewinder (2:23) [Nom, BMI-Morgan] The popular Lee Morgan jazz instrumental gets a solid reworking from the Soul Society and could develop into a pop chart entry. Sitar opening is effective. Flip: "Afro-Desia" (2:31) [Cheetah, ASCAP-Cates, Scott]

TONY ALVON & BELAIRS (Atlantic 2543)
Philly Horse (2:28) [Maryhill/Sharin/Cotillion, BMI-Alvon, Wooten, Lee] Utilizing the basic "Horse" riff, Tony Alvon & the Belairs add some fancy vocal work which could see the disk off and running for the charts. Flip: "Don't Be No Drag" (1:55) [Maryhill/Sharin/Cotillion, BMI-Hill, Stiles]

TONY BORDERS (Revue 11025)
Cheaters Never Win (3:00) [Press, BMI-Penn, Oldham] Soul-filled effort by Tony Borders puts over a moral which will appeal to many people in r&b markets. Flip: "Love And A Friend" (2:32) [Quinvy, BMI-Butler]

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Herman's Hermits

b/w Ooh, She's Done It Again

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'Plaza 9' Jazzes Up Mid-Manhattan

NEW YORK—The Plaza Hotel will become the first jazz spot in midtown Manhattan since the closing of the Embers when Lionel Hampton opens "Plaza 9—And All That Jazz" downstairs at the Plaza on Tuesday evening, September 24. For several years, Julius Monk and his satirical revues had played in the downstairs room.

In its rebirth as a home for jazz "Plaza 9" will present the greatest names in the jazz world in a three-fold continuous entertainment program six nights a week; from Tuesday through Sunday. The room will be closed Monday nights. The regular pattern of entertainment will consist of a 40-minute jazz concert, a period of dancing and a vocalist. The "Mousie" Alexander Trio will provide music for dancing throughout the season. In addition to Lionel Hampton the opening program of the season will include the singing of Annette Sanders, accompanied by the Alexander Trio.

Among the great jazz names already scheduled for future appearances at "Plaza 9" are the Dukes of Dixieland, Dizzy Gillespie, and the Dorothy Donegan Trio.

AF Mono Cut-Off Date Is Oct. 18

NEW YORK—Audio Fidelity Records has set Oct. 18 as the cut-off date for the return of all monaural records except for the Audio Rarities and Audio Personality Series. The company stated, thru Mort Hillman, sales vp, that its distributors and dealers have been notified and an exchange system has been offered to dealers through their respective distributors until that date.

Hillman stated that he feels that the clean-up and cut-off date will help alleviate many problems that dealers and distribs may have with stocking duplicate inventory on numbers that now can only be sold in stereo.

UA Music Appoints Rubin National Promo Director

NEW YORK — United Artists Music has appointed Norm Rubin national promotion director, according to an announcement by Murray Deutch, executive vice president and general manager of the firm. Rubin, who joined the company recently as a promotion specialist, has already been operating on many projects, with special emphasis at present on the many disks now being released on the UA-published score from the film "Chitty Chitty Bang Bang."

Rubin is well known on both New York and national disk promo fronts. Most recently, he was associated with the Bob Crewe operations and the 4 Seasons, and was with Mercury Record's' New York office for four years prior to this. He was in promotion for Atlantic Records for 10 years, and earlier he worked in publishing promotion for the Big Three.

Pepper & Tanner Purchases Mark II

MEMPHIS—The Mark II Company in Bala Cynwyd, Pa., a division of International Equity Corp., has been purchased by Pepper & Tanner, one of the nation's largest producers of musical production materials for radio and TV outlets.

John R. Pepper, founder, and William B. Tanner, president of Pepper & Tanner, said the company will expand Mark II's lines of men's cosmetics and support them with heavy radio and TV advertising schedules.

The purchase was for cash but the price was undisclosed.

Mark II markets four lines of men's cosmetics, including colognes, shaving lotions, and other men's grooming essentials. These are marketed nationally through such stores as Saks Fifth Avenue, Brandeis in Omaha, Sanger-Harris in Dallas, Dayton's in Minneapolis, and Strawbridge & Clothier in Philadelphia.

The lines are Mark II, one of the oldest of the better priced lines of men's cosmetics, Inferno, 400XL, and British Rogue.

William B. Tanner, president, said that extensive advertising schedules for late fall are being prepared. "Men's cosmetics have proven themselves in the market place. We feel that Mark II has almost unlimited potential if it is sold aggressively, and supported on a continuing basis with good schedules," he said.

Tanner said that Ralph J. Roberts, president of International Equity and former president of Mark II will serve as a consultant to Pepper & Tanner for a period of seven years.

International Equity operates a group of CATV stations. Another of its divisions is Storecast Corporation of America, which broadcasts subscription programs in food stores.

Tanner said Mark II headquarters will move to Memphis.

Arnold Named VP At Action Talents

NEW YORK—James A. Arnold has been designated vice president of Action Talents, Betty Sperber, president of the all-rock booking agency, has announced. The appointment is effective immediately.

Arnold, formerly vice president of Queen Booking and head of their concert department, has worked closely with top performers in the contemporary music field. He was the responsible agent for Aretha Franklin and also coordinated activities for the Impressions, the Dells, the Marvelettes, James & Bobby Purify, and the Sweet Inspirations.

Prior to Queen, Arnold was associated with General Artists Corporation, Shaw Artists Corporation, and also worked on the road with several Irving Feld rock packages.

WILD CARD—One Eyed Jacks is the name of Roulette Records latest group, and the label hopes that the casino-combo will come up a big winner with their first release, "Together We're In Love." Shown at the signing are (l. to r.) George Harvey, lead singer of the Champaigne, Ill. group, Red Schwartz, the label's national sales manager and Morris Levy, Roulette president.

Heart & Soul Merges W/Mgmt. Co., Publisher

NEW YORK—Heart & Soul Records, owned by Cathy Lynn, the writer and producer, has merged with International Turn-Table, Ltd., a management firm, and New Breed Music (BMI). As for H&S, the company has just issued a new single, "Dollars & Cents" by Lou (Moon-Dog) Lawton. Cathy Lynn has also penned a movie score, "3 Loves of Adam." She and Barney Williams, vp of promotion, will promote the new disk.

CashBox Looking Ahead

1 **SLIPPING AWAY**
(Blackbuster—BMI)
Barbara Masan (Arctic 142)

2 **THE SUN AIN'T GONNA SHINE ANYMORE**
(Saturday/Seasans Faur—BMI)
Fuzzy Bunnies (Decca 32364)

3 **OH LORD, WHY LORD**
(Jamf—BMI)
Las Pap Tops (Calla 154)

4 **THE CHOICE**
(My Music, Bay-Wes—BMI)
O'Jays (Bell 737)

5 **ALWAYS SOMETHING THERE TO REMIND ME**
(Blue Seas, Jac, Rass Jungnickel—ASCAP)
Dianne Warwick (Scepter 12226)

6 **L.A. BREAKDOWN**
(La Brea—ASCAP)
Larry Marks (A&M)

7 **DO YOU WANNA DANCE**
(Clakus—BMI)
Lave Saciety (Scepter 12223)

8 **LAUGH AT THE WORLD**
(Law-Twi—BMI)
Tams (ABC 11128)

9 **HELLO HELLO**
(Great Hanesty—BMI)
Tiny Tim (Reprise 0769)

10 **YOU PUT IN ON ME**
(Ampca—ASCAP)
B. B. King (Bluesway 61019)

11 **SOUL DRIPPIN'**
(Faur Star—BMI)
Mauds (Mercury 72832)

12 **BIRMINGHAM**
(Law-Twi—BMI)
Mavers (1-2-3 1700)

13 **(TILL I) RUN WITH YOU**
(Chardan—BMI)
Lavin' Spaanful (Kama Sutra 251)

14 **SHE'S ABOUT A MOVER**
(Crazy Cajun—BMI)
Otis Clay (Catillian 44001)

15 **I COULDN'T SPELL !!*@!**
(Earl Bartan—BMI)
Sam The Sham (MGM 13972)

16 **RUN TO ME**
(Leeds—ASCAP)
Mantanas (Independence 89)

17 **GENTLE ON MY MIND**
(Glaser—BMI)
Glen Campbell (Capital 5939)

18 **DON'T BOGART ME**
(Terrible Tunes—BMI)
Fraternity Of Man (ABC 11106)

19 **HORSE FEVER**
(Dandelian, James Bay—BMI)
Cliff Nables & Ca (Phil-L.A. Of Saul 318)

20 **UNCHAINED MELODY**
(Frank—ASCAP)
Sweet Inspiratians (Atlantic 2551)

21 **YOU'VE LOST THAT LOVIN' FEELING/SOUL & INSPIRATION**
(Screen Gems/Columbia—BMI)
Vivian Reed (Epic 103B2)

22 **HARPER VALLEY P.T.A.**
(Newkeys—BMI)
King Curtis & The Kingpins (Atca 6613)

23 **UP-HARD**
(Beaik—BMI)
Willie Mitchell (HI 2151)

24 **WALK IN THE PARK**
(Great Hanesty—BMI)
Claudine Langet (A&M)

25 **ME & YOU**
(Big Shat—ASCAP)
Brentan Waad (Dauble Shat 130)

26 **MAKE YOUR OWN KIND OF MUSIC**
(Screen Gems/Columbia—BMI)
Will-O-Bees (S.G.C. 002)

27 **I'M LONELY FOR YOU**
(Beechwaad—Barswa—BMI)
Bettye Swann (Capital 2263)

28 **THAT'S IN THE PAST**
(Bee Caal—BMI)
Brenda & Tabulatians (Diann 509)

29 **DO YOU KNOW THE WAY TO SAN JOSE**
(Blue Seas/Jac—ASCAP)
Julius Wechter & Baja Marimba Band
(A & M 975)

30 **SOUL MEETING**
(Cotillion, Ragmap—BMI)
The Saul Clan (Atlantic 2530)

31 **MOM (CAN I TALK TO YOU)**
(Arcala—BMI)
Jan Rhades (Blue 1001)

32 **ONE OF THE NICER THINGS**
(Canapy—ASCAP)
Jimmy Webb (Dunhill 4147)

33 **GENTLE ON MY MIND**
(Glaser—BMI)
Baats Randalph (Manument 1081)

34 **DO THE BEST YOU CAN**
(Maribus—BMI)
The Hallies (Epic 10361)

35 **LAND OF LOVE**
(Peek-A-Baa—BMI)
Maan Peaple (Speed 1002)

36 **FILL MY SOUL**
(Big Seven—BMI)
The Pap Explasian
(We Make Rack Rall 1603)

37 **RAIN & TEARS**
(MRC—BMI)
Aphradite's Child (Philips 40549)

38 **YOU WANT TO CHANGE ME**
(Warld War III—Dauble Diamand—BMI)
Babby Hebb (Philips 40551)

39 **LOVIN' IS LIVIN'**
(Jetstar—BMI)
Five Americans (Abnak 131)

40 **THERE WAS A TIME**
(Gala, Lais—BMI)
Gene Chandler (Brunswick 553B3)

41 **DO ME SO LA SO SO**
(Cheria—BMI)
Hugh Masekela Uni 55085)

42 **BATTLE OF NEW ORLEANS**
(Warden—BMI)
Harpers Bizarre (Warner Bras./7 Arts 7223)

43 **THE MUFFIN MAN**
(Chesire—BMI)
Warld Of Oz (Deram 85029)

44 **YOU GOTTA HAVE A THING**
(Chris-Marc—Catillian—BMI)
Sanny & Cher (Atca 6605)

45 **LULABY FROM ROSEMARY'S BABY, Part 1**
(Famous—ASCAP)
Mia Farraw (Dat 17126)

46 **THE WOMAN I LOVE**
(Madern—BMI)
B. B. King (Kent 492)

47 **HUSHABYE MOUNTAIN**
(Unart—BMI)
Tany Bennett (Columbia 44584)

48 **HE'S MY MAN**
(Catillian, Graavesville—BMI)
Patti LaBelle & The Bluebelles (Atlantic 254B)

49 **ALL MY LOVE'S LAUGHTER**
(Canapy—ASCAP)
Ed Ames (RCA Victar 9589)

50 **STORYBOOK CHILDREN**
(Blackwaad—BMI)
Billy Jae Rayal (Columbia 44574)

FORD RECORDS

STEREO FS-720

DICK ROMAN

Ashes

If You Go Away

Summer Place

Now Is The Hour

A Man Without Love

This Guy's In Love With You

Love's A Funny Thing

Arranged and Conducted by
ANGELO DiPIPPO

I'D LOVE MAKING LOVE TO YOU

NO MATTER WHAT SIZE OR SHAPE YOU MAKE IT...

YOU JUST CAN'T BEAT THE IMPACT OF AN ALBUM INSERT IN CASH BOX.

- *IT EXCITES,*
- *IT PROMOTES,*
- *IT SELLS . . .*

AND IT'S A GREAT BUY AT THE LOW CASH BOX RATE.

CALL YOUR NEAREST CASH BOX OFFICE FOR COMPLETE DETAILS.

The First Annual Nashville Music Festival, sponsored by WMAK-Nashville, was a huge success, attracting over 70,000 people during its three-day stand at Nashville's Centennial Park Band Shell. The WMAK All Americans presented a total of 21 hours of free entertainment during August 24, 25, and 26. In addition to the **Box Tops**, there were such artists as **Ray Stevens, Jeannie C. Riley, Andy Kim, Noro Wilson, Clifford Curry, Robert Knight, Slim Harpo, Charlie McCoy and the Escorts, Van and Titus, Tom Dooley and His Lovelights**, the **New Look**, the **Lemonade Charade**, the **Feminine Complex**, the **Kollection**, the **Precious Few**, the **Poor Souls**, and the **Mothers Worry**. **Joe Sullivan**, program director of WMAK, said that plans were already underway for the Second Nashville Music Festival to be held during the summer of 1969. A board of advisors is being established to assist in the planning of the Second Festival. The board includes such Music City execs as **Buddy Killen, Jack Stapp, Buzz Cason, Bobby Russell, Doug Gilmore, Shelby Singleton, Don Gant**, and **Jack Grady**.

The fourth of twelve scheduled "Broadcasters' Specials" will star **Jerry Vale** and **Joannie Sommers**. Recently taped in color, the musical will depict a day and a night in the life of Las Vegas nightclub entertainers. **Ed Sullivan** makes a walk-on appearance and the **Stone Country** sings "Skiddoo," a tune which the quintet recorded for the film of the same title. Boulder Dam, Lake Mead, and the Las Vegas Desert Inn are included in the scenery. Stars are shown rehearsing and relaxing before their evening performance in the hotel nightclub. Relaxation includes "getting away from it all" in a helicopter. And club scenes show chorus girls from the Inn's "Pzazz! '68." The show, entitled "A Very Special Occasion," is a product of eight cooperating broadcast groups: Storer, Corinthian, General Electric, KTLA Golden West, Royal Street (WDSU-TV-New Orleans), Taft, Triangle, and WGN Continental. Henry Jaffe Enterprises taped the show. **Dan Lounsbery** produced, **Walter Miller** directed and co-produced. Executive producer was **Henry Jaffe**; musical director was **Milton Delugg**.

The song writing career of **Bob Swanson**, afternoon air personality on KEX-Portland, Ore., is on the rise. His latest royalty check from BMI represents the third payment for the tune he penned, "Just In Case You Change Your Mind." "The surprising thing," said Swanson, "is that the royalty check is for a song my brother and I wrote five years ago in 1963 when we were both residents of Boise, Idaho." Swanson notes that his song has enjoyed consistent sales over the years, "As a matter of fact," he said, "things seem to be picking up. You wouldn't really call our song a 'standard' yet, but this royalty check is for more than double the amount of the previous check." Swanson pointed with pride to his latest earnings: a check for 72¢. His previous royalties had been 11¢ and 35¢. "My advice to young, would-be song writers," said Swanson, "is to be aware of the fact that not everyone makes it big like Irving Berlin, Oscar Hammerstein II, and Richard Rogers. Actually," Swanson concluded, "I am not sure but what the 11¢ was the royalty and the rest just interest. You see, I didn't cash the two other checks. I have them framed on the wall at home just to prove that anyone can be a professional song writer."

In these modern times, man often finds himself outstripped by the machines he has created. An example of this phenomenon was the WRKO-Boston "Cash Computer" promotion which pitted man against machine. The machine was the decisive winner. WRKO programmed 68 numbers into a computer, the numbers corresponding to the outlet's dial position. Then, every hour the WRKO deejays took a phone call and asked the contestant to guess the number that the "Now Radio" talking Cash Computer was programmed to that hour. If the man bested the machine, he won a jumping cash jackpot that started at $500 and went up $5 per hour. If the caller lost to the machine, he received an autographer computer card from his conqueror. During the course of the contest, man's defeat was almost total. Only 4 out of over 300 contestants triumphed over the machine. These winners wrenched a total of $1,685 from the hard-hearted computer.

"The Liberty Belle," a bulletin issued by Liberty Records, has dispensed with the usual sort of statement prohibiting other publications from using its material. In the issue for two weeks ending September 14, "The Liberty Belle" presents its list of top deejays with the following admonition: "Warning: This list is published (anytime we feel like it) by Liberty Belle Lists, Ltd. Any use by anyone of this list is considered legal proof of insanity or something like that." Such a warning might indeed carry more weight than the threat of legal action against unscrupulous competitors stealing original material. However, without further ado, here is the list of deejays compiled by "The Liberty Belle": 1. **John Rook** (WLS-Chicago) 2. **Gary Schaeffer** (KYA-San Francisco) 3. **Mel Philips** (WRKO-Boston) 4. **Paul Cannon** (WKNR-Detroit) 5. **Bob Pavia** (WPOP-Hartford) 6. **Bill Stewart** (WNOE-New Orleans) 7. **Betty Breneman** (Drake Chain) 8. **Jack Merker** (WFUN-Miami) 9. **Rick Sklar** (WABC-New York) 10. **Don Steele** (KHJ-Los Angeles). For some reason, unbeknownst to us, **Chris Lotto** is listed next in the number 17 position. Perhaps this type of unique listing is intended to discourage copycats. This, and the above quoted warning figure to do the job. So piratical plagiarizers are advised to beware.

WELCOME TO KANE COUNTRY: Both splendiferously attired, Reprise recording artist Trini Lopez (r.) and Larry Kane, host of his own show on KTRK-TV-Houston, present the chanter's new album, "Welcome To Trini Country," to the viewers.

SPUTTERS: **Alan Hartwell**, president of the "For The Kids" charity, is pleased with WHN-New York's generous response (800 LP's, two 3-unit portable stereos, and 100 singles) to his request for help in meeting the needs of kids confined to orphanages in the U.S. Columbia Records immediately supplied a sufficient quantity of shipping packets in response to a call from Hartwell.

VITAL STATISTICS: **Forrest N. Shumway**, president, chief executive officer, and director of The Signal Companies, and **William E. Walkup**, The Signal Companies' executive vice president and vice chairman, have been elected to the board of directors of Golden West Broadcasters. . . . **Tom Crane**, an air personality at WMMR-FM-Philadelphia, has been appointed music director of the outlet. . . . **Lee Sherwood**, formerly an air personality at WQAM-Miami, has been designated program director of WFIL-Philadelphia. . . . **James "Mike" Haskins**, previously production director at WLS-Chicago, has been named program director at KQV-Pittsburgh.

MOTOWN
RECORD CORPORATION
The Sound of Young America®

Kapp Launches 'Phase II' Of LP Drive

NEW YORK—Kapp Records is currently shipping "Phase II" of its summer-fall LP releases to distributors, according to Tony Martell, marketing director of the label.

The second phase of the new Kapp album release schedule covers an impressive range of the market, Martell indicated, from C&W featuring Freddie Hart and Bob Wills, to R&B with the Hesitations, good music by Raymond Lefevre and Howard Roberts, a new LP by Shani Wallis with a tune from the upcoming film version of "Oliver" as the title tune, a Hawaiian accent with the Waikikis and a new edition of famed boners, "Best Of Bloopers."

Martell has been a busy sales exec since assuming the duties of Kapp's marketing director, introducing the new Kapp product to many markets in person, and feels that "Phase II" of the current Kapp LP releases represents a strong, selective element of the new Kapp drive for accelerated market potential, with an eye towards sales and promotional build-up for all the new product. The Kapp Records "Phase II" LP releases include: "Born A Fool," Freddie Hart; "Time Changes Everything," Bob Willis; "As Long As He Needs Me," Shani Wallis; "Solid Gold," "the Hesitations; "Midnight Luau," the Waikikis; "Best Of Bloopers," produced by Kermit Schafer; "The Howard Roberts Chorus And Orchestra," and the first of Kapp's new holiday product, "Merry Christmas," Raymond Lefevre.

Jerry Love Named Kama Sutra Gen. Mgr

NEW YORK—Kama Sutra Records, as part of a revamping program, has appointed Jerry Love to the position of general manager, according to an announcement by Artie Ripp, president of the label.

Reporting directly to Ripp, Love's operating program will be "The Sounds Of Tomorrow—Today On Kama Sutra" coupled with a complete open-door policy. "We're looking for creative product and we don't care how 'way-out' it is. We'll listen to all masters submitted," said Love.

Formerly with Alpha Distributors, Love's multi-faceted career includes his role as "I. M. Flowers" on the syndicated CBS-FM radio program. A package concept developed by him, Love's identity as "I. M. Flowers" spearheaded the first "commercial acid" or "progressive rock" program broadcast over a national network.

Love's involvement with radio began with his programming of the Murray The K show over station WINS—N.Y., one of the most influential pop broadcast of its time.

As a manager, Love guided the careers of producer Shadow Morton and singer Jordan Christopher.

Although his appointment to the general manager's post officially begins September 23, Love is already laying the groundwork for his new role, coordinating with Kama Sutra executives and with MGM Records director of creative services Lenny Scheer. Kama Sutra Records is distributed by MGM.

Jerry Love

Love said that negotiations are going on now for new talent and producers. On September 25, he jets to the west coast for a ten-day talent search and conferences with Kama Sutra distributors and local promotion representatives. Love will cover the entire United States during the first 60 days of his new office in these face to face talks.

Col. Issues Streisand 'Live' Central Park LP

NEW YORK—Barbra Streisand's new album, "A Happening In Central Park," has been released by Columbia Records. The release of the LP, which was recorded live on June 17, 1967, in Central Park's Sheep Meadow, coincides with the TV spectacular "Barbra Streisand: A Happening In Central Park," which was taped during last year's open-air concert and aired on September 15, 1968, in color on the CBS Television Network.

Included on the new album are such tunes as "Cry Me A River," "Second Hand Rose," "He Touched Me," and "People."

"A Happening In Central Park" follows another new Streisand LP from Columbia, the original soundtrack recording of the motion picture "Funny Girl."

A LITTLE LESS CONVERSATION
ELVIS PRESLEY .....RCA
Elvis Presley Music, Inc.

ALMOST IN LOVE
ELVIS PRESLEY .....RCA
Elvis Presley Music, Inc.

ALWAYS SOMETHING THERE TO REMIND ME
DIONNE WARWICK .....SCEPTER
Blue Seas
Jac
Ross Jungnickel

TURN AROUND, LOOK AT ME
THE VOGUES .....REPRISE
Rumbalero Music, Inc.
Elvis Presley Music, Inc.

RAGGEDY ANN
CHARLIE RICH .....EPIC
Blue Crest Music
Hill & Range Songs, Inc.

LOVE IS KIND
SEEKERS .....CAPITOL
Noma Music, Inc.
Jumito Music

SKY PILOT
ERIC BURDON & ANIMALS.....MGM
Slamina Music, Inc.
Sea Lark Music

I CLOSE MY EYES & COUNT TO TEN
DUSTY SPRINGFIELD .....PHILIPS
Ann-Rachel Music

HONEY HUSH
HENRY LUMKIN .....BUDDAH
Progressive Music Pub. Co., Inc.

SHE THINKS THAT I'M ON THAT TRAIN
HENSON CARGILL .....MONUMENT
Blue Crest Music
Hill & Range Songs, Inc.

SAN DIEGO
CHARLIE WALKER .....EPIC
Blue Crest Music
Hill & Range Songs, Inc.

DAYS
KINKS .....REPRISE
PETULA CLARK .....REPRISE
Noma Music, Inc.
Hi Count Music

LONG BLACK LIMOUSINE
O. C. SMITH.....COLUMBIA
Rumbalero Music, Inc.
Elvis Presley Music, Inc.

SOUNDS OF GOODBYE
TOMMY CASH .....UNITED ARTISTS
GEORGE MORGAN .....STARDAY
Noma Music, Inc.
S-P-R Music, Inc.

THINK ABOUT IT
YARD BIRDS .....EPIC
Noma Music, Inc.
Inquiry Music, Inc.

THE ABERBACH GROUP
241 West 72 Street, New York, N. Y.

Philips Int'l Series Of LPs Makes Debut

NEW YORK—The debut of the Philips International Series of albums has been announced by Joe Bott, director of classical product for Mercury Records.

The initial release in this program which will feature a regular bi-monthly release schedule, is composed of 38 albums, representing musical offerings from more than a score of countries of the world.

The new series will draw on the worldwide recording facilities of Philips.

Bott and his staff, with the aid of international A&R directors, will select the new product for the series in keeping with consumer demand.

The albums, which feature in their artwork maps of the country that each represents, will be distributed by the regular Philips distributors in each area of the United States.

As an added plus, all albums, with very rare exception, will be presented in real stereo.

Supporting the Philips International Series program will be a series of merchandising aids including a four-panel, 4-color window display unit; a complete set of the colorful jackets, to afford the retailer major impact in his immediate area. Also large, colorful international travel posters and miniature flags put up in kits will be available through distributors as well as a 4-color catalog for consumers, containing photos and listings for the current product, which will be revised to include additions to the line. A co-op newspaper advertising program is an added feature of the campaign with ad mats immediately available.

The Philips International Series of LP's will list for $4.79 and an introductory discount program is available through local distributors.

Said Bott in commenting on the new series: "Our product will constantly be selected to meet the demands of consumers, and we can maintain this program as we are drawing on the single greatest source of this material available anywhere in the world."

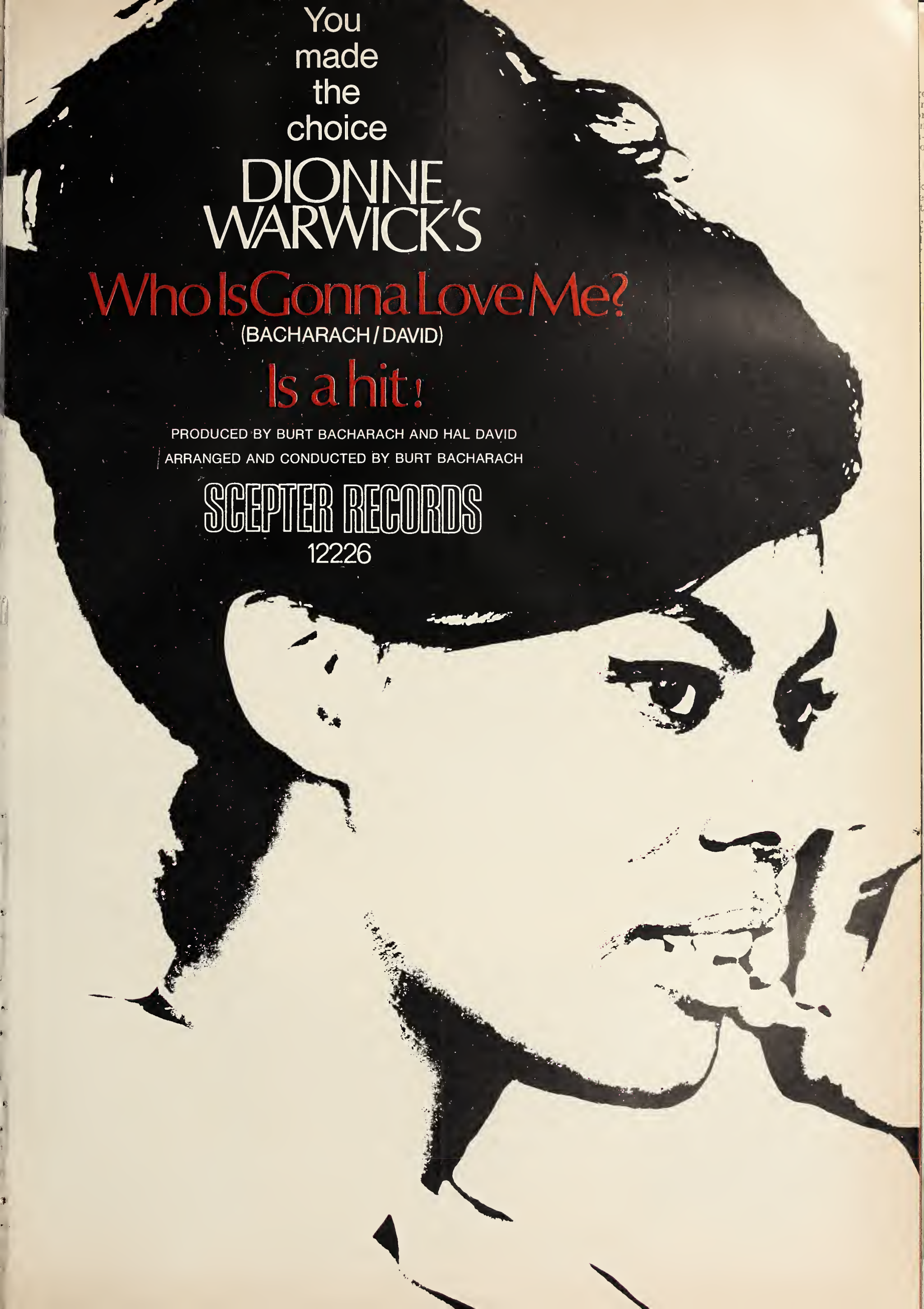
The initial 38 LP's include: "National Anthems Of The World," "Musical Treasures Of Paraguay," "Musical Treasures Of Scandinavia," "Maastreechter Staar," "Musical Treasures Of Holland," "Musical Treasures Of Switzerland," "Beer Garden Favorites," "Musical Treasures Of Germany," "A Zither Party," "The Rosie Singers Choir," "The Spanish Riding School," "Musical Treasures of Austria," "Musical Treasures Of Spain," "Spanish Flamenco," "Musical Treasures Of Portgual," "Musical Treasures Of Provincial France," "Musical Treasures Of Paris," "Musical Treasures Of Russia," "Caribbean Holidays," "Mediterranean Holidays," "Christmas In Europe," "Musical Treasures Of Israel," "Musical Treasures Of Hungary," "Musical Treasures Of Poland," "Musical Treasures Of Rumania," "Musical Treasures of Yugoslavia," "Musical Treasures Of Italy," "Musical Treasures Of Greece," "The Athenians," "A Tambouritza Party," "Pub Songs From England," "Irish Souvenirs," "The Scots Guard Of Parade," "Mexican Spectacular," "Musical Treasures Of Argentina," "Musical Treasures Of Brazil" (including "A Carnival In Rio"), "Musical Treasures Of Indonesia," and "Musical Treasures Of Japan."

Doors Mine 5th Gold Record

NEW YORK—The Doors have been awarded a gold record for their latest Elektra single, "Hello, I Love You," Mel Posner, sales and promotion director of the label has announced.

The award is the second gold record for singles for the Doors, and with their three LP's having been given gold records, the Doors have a total of five gold records.

ALA KAZAN—Lainie Kazan's opening at New York's Persian Room, a highly successful affair, was topped by an after-show party thrown by MGM Records. Shown at the latter gala with Lainie are: TOP—(l.) Phil Picone, MGM singles sales mgr and Dave Seidman, in charge of MGM record branches; (r.) Picone, Pete Spargo, Mike Becce, Ron Weisner and Sol Handwerger, all of the label. BOTTOM—(l.) Gertie Katzman, music director of WNEW and Lennie Scheer, MGM sales mgr.; (r.) Ben Bernstein of Korvettes and Stan Drayson of the local MGM branch.


You
made
the
choice
DIONNE
WARWICK'S
Who Is Gonna Love Me?
(BACHARACH / DAVID)
Is a hit!
PRODUCED BY BURT BACHARACH AND HAL DAVID
ARRANGED AND CONDUCTED BY BURT BACHARACH
SCEPTER RECORDS
12226

UA Music In Strong Push For 'Chitty Chitty'

NEW YORK—United Artists Music is plotting a big push behind the forthcoming United Artists musical film fantasy, "Chitty Chitty Bang Bang," reports Mike Stewart, president of UA Music. The firm is the publisher of the Richard and Robert Sherman score for the motion picture.

A music campaign was unleashed last spring with a "fly-in" of invited disk execs and producers from all over this country and abroad. Guests attended an audition session of the score, as well as a preliminary viewing of clips from "Chitty Chitty Bang Bang."

The drive is now moving into high gear on many consumer fronts. Kicked off recently at Macy's New York department store was an elaborate exhibit of the colorful and original inventions designed and built by Rowland Emett especially for the movie. Music from the United Artists soundtrack album, released last week, can be heard constantly throughout an area of the store designated as "Chitty Chitty Bang Bang Territory."

The special group of inventions will leave soon on a nationwide tour of prime department store locations in major markets. In each case the music will function as the audio "salesman," joining forces with the display to get attendees to purchase tickets to the film at a special box-office adjacent to the exhibit spaces. Film is due for major premieres in early December.

Nationwide exposure for both music and film will be generated by the annual Macy's Thanksgiving Day Parade in New York City. The hero of the film, Chitty Chitty Bang Bang —the magical car created in the picture by eccentric inventor Dick Van Dyke—will be in the parade. Carrying star Sally Ann Howes and the film's two juvenile stars, Heather Ripley and Adrian Hall, the car will be driven down the traditional Broadway parade route to the accompaniment of music from the "Chitty Chitty Bang Bang" score. Other parade bands will also play music from the score, and the entire doings will be seen and heard nationally via network TV.

In what is without doubt one of the most extensive uses ever of music to promote a picture, UA field men have lined up use of the music from the film for intermission and lobby background music in theatres. Television featurettes on the film are also incorporating elements of the score in their own soundtracks.

"With such a powerful score to begin with and with the music in this case actually telling part of the story," says John Leo, coordinator of merchandising and promotion on the picture, "we are making the music work for us. And it's doing a beautiful job."

The score, meanwhile, which had been restricted for disk use until September, is turning up on a host of new releases. UA Records issued the soundtrack version last week, and Columbia has put out a complete album of "Chitty Chitty Bang Bang" songs by the New Christy Minstrels. The title has been cut on a new single by the revived Alvin and the Chipmunks for Liberty, and Henry Jerome has waxed an instrumental version of the same song for United Artists. Tony Bennett's recording for Columbia of "Hushabye Mountain," one of the big ballads from the score, is now getting a strong buildup from the label.

Unart 'Sweet Smell' Rights

NEW YORK—The worldwide administration rights on the chart tune "Sweet Smell Of Incense" have been acquired by Unart Music, it has been announced by Murray Deutch, executive vice president and general manager of the company. The 50-50 deal was set with Rhombus Music, original publisher of the song.

The Markley-Morgan ditty first began to create excitement through a cut on a Reprise Records album by the West Coast Pop Experimental Band. The track was given heavy exposure throughout Texas and particularly in Dallas, prompting a rush cover by a group known as the Southwest F.O.B. on Hip Records, a division of Stax-Volt Records. Reprise is now rushing a single out of its own album; and Pompeii Records, distributed by Atco, has come up with a version of the tune by a new group called the Abstracts.

Numerous publishers were known to be bidding for the property, which was taken over by Unart after payment of a hefty sum, Deutch said.

Gil/Pincus Gets 'Futari'

NEW YORK—"Love Is For The Two Of Us" is the new title for "Futari No Tameni," one of the top Japanese hits of recent years, which has been acquired by the Gil/Pincus Music Group. The original version, by Naomi Segara on RCA, was a 1967 major seller and won the "Grand Prix" in the 1967 Annual Grand Prix Disk Contest sponsored by the Japanese government. At present, the song has racked up 127 different recordings. Gil/Pincus is planning extensive exploitation of the song in the U.S. market.

THE 4 BLAZERS
Has Two New Releases
"WON'T YOU"
b/w
"ONCE AGAIN"
(B-139)
Written by the 4 Blazers
Published by Dusty Music, BMI
AND THIS ONE
"BREAK MY MIND"
b/w
"HUSH"
(B-140)
DJ'S: WRITE FOR COPIES TO
BUDDY RECORDS, INC.
500 LOCUST ST.
MARSHALL, TEXAS 75670

Karshner Is CRDC Field Promo Mgr.

HOLLYWOOD—Ken Mansfield, national promotion manager of Capitol Records Distributing Corp., has appointed Roger Karshner to the position of field promotion manager. Karshner succeeds Ronnie Granger, who was promoted to national R&B product manager.

In his new position, Karshner will direct the activities of CRDC's promotion force and coordinate the efforts of Capitol's promotion team in sales and promotion of single records, including product from the Beatles' newly-formed Apple label.

Karshner joined Capitol in January 1953 as a salesman in Columbus, Ohio. Prior to joining Capitol, Karshner worked with the U.S. Department of Commerce.

SIGNING ON THE DOT—Newly appointed Dot Records producer Bobby Applegate has not wasted any time in contributing to the frenetic activity underway at the diskery and has signed pop-r&b nitery stars, the Louis Bros., to a pact with the label. Pictured at the signing are (l. to r.) Applegate, Tommy and Clarence Louis and Dick Bowman, label's national sales manager.

Johnson Named MBA President

NEW YORK—J. J. Johnson has been elected president of MBA Music, it has been announced by Marc Brown, board chairman. Johnson becomes the first Negro to head a major music production company producing radio and TV tracks exclusively.

For the past two years Johnson has been a staff composer, arranger and conductor for MBA, a major commercial music house. He is responsible for the music of many commercials including spots for Chevrolet, Heinz, Kent, L & M, Canada Dry, Oldsmobile and many more.

Acknowledged as one of the foremost jazz trombonists of our time, Johnson has led every popular jazz poll of the past twelve years. He has been featured trombonist with the orchestras of Count Basie, Stan Getz, Dizzy Gillespie, and Charlie Parker. Last year he composed, arranged, conducted and was featured soloist on an album for RCA Victor titled "The Total J. J.". J. J. Johnson is currently recording for A & M Records and his latest release is "K. And J.J." on that label.

Lonnie Kaufman Assoc. In New Headquarters

NEW YORK—The diversified enterprises of Lonnie Kaufman Associates, Ltd., have relocated to 507 Fifth Avenue, Suite 1008, according to an announcement by Lonnie Kaufman, president of the company.

In addition to his activities in personal management and his music publishing firms — Ascot-Jolan Music Corp. (ASCAP) and Lonnie Music Company (BMI). Kaufman is producing a teen oriented TV series for syndication this winter. He stated that Tom Johnson has been named record producer and talent scout for his operation, and Paul Brown is national promotion consultant. Sid Ascher is public relations advisor. An open door policy for writers, vocalists and groups is being maintained.

New Off-B'way Musical Premieres This Week

NEW YORK—Arthur Rankin Jr. and Jules Bass are making their New York stage producing debut with the musical "Month Of Sundays" at the Theatre de Lys, this week Sept. 16. Rankin and Bass are the owners of Rankin-Bass productions, a television and motion picture production company.

The book of "Month of Sundays" was written by Romeo Muller and was based on his own play "The Great Git-Away." The music was penned by Maury Laws and lyrics are by Jules Bass. No original cast LP has been set.

The cast of this musical includes Martha Schlamme, Gil Robbins and Patti Karr, who are featured, and other members are Pamela Hall, Joe Morton, John Bennett Perry, Dan Resin, Allen Swift and Amanda Trees.

Stone Widney has directed the production, which has been designed by Robert T. Williams.

Jules Bass, as lyricist, collaborated with composer Laws on the musical version of Charles Dickens' "Cricket on the Hearth," which was the 1967 special Christmas show on NBC-TV starring Danny Thomas. They also wrote the score for the film musical, "The Daydreamer," for Embassy Pictures (with title song by Robert Goulet). The team has also written a great many popular songs as well as theme songs for television and films in the past three years.

Bios for Dee Jays

The Band

The Band, which records for Capitol, is comprised of Robbie Robertson, lead guitar and vocals; Richard Manuel, piano and vocals; Levon Helm, drums and vocals; Rick Danko, bass and vocals; and Garth Hudson, organ and vocals. The group, once known as the Hawks, are noted for having backed up Bob Dylan. They have been together for about nine years, from the days they played behind the Arkansas-born Canadian rock favorite, Rompin' Ronnie Hawkins. The members of the Band were all born in Canada, with the exception of Helm, who comes from Arkansas, and each of the five have similar histories—early exposure to music, rock bands in high school, and from practically there on, a group existence. The Band is represented on both the singles and LP charts, with "The Weight" at the number 65 spot on the Top 100 this week, and "Music From Big Pink" holding down the number 50 slot on the album charts.

Prof. Morrison's Lollipop

Professor Morrison's Lollipop is composed of Jeff Travis, 23, lead guitar; Frank Elia, 22, rhythm guitar and vocals; Craig R. Perkins, 20, bass guitar; Bruce Watson, 21, drums; and Kelvin Kotera, 21, organ. Based in Omaha, the group has been together for five years. The Lollipop's music has been described as a mixture of rock, blues, and psychedelic, but the fivesome prefers the term "electric rock," a term which is somewhat reflective of the mood, dress, and actions of the group. The Lollipop's major interests include traveling, photography, motorcycles, movies, meeting new friends, and "playing tourist." "You Got The Love," the group's current White Whale single, is number 87 on the Top 100 this week. Professor Morrison's Lollipop is produced by Jeff Katz and Jerry Kasenetz of Super K Productions.

Three chart climbers in the new hit tradition handed down from Heritage.

Top 40 all across the country... and still climbing!

And Suddenly
HE-801
THE CHERRY PEOPLE

From their debut album, also heading for the top:

HTS-35,000

And suddenly, these new smash singles... both picked by Dick Reus of The Southern Survey, breaking big in the South and going nationwide!

Eeny Meeny
HE-802
THE SHOW STOPPERS

May I
HE-803
BILL DEAL & THE RHONDELS

HERITAGE RECORD CORP.
Exclusively distributed by MGM RECORDS
MGM is a division of Metro-Goldwyn-Mayer, Inc.

William Hammerstein Joins CSC As VP; De Blasio, Deane Also Named To VP Roles

NEW YORK—William Hammerstein has been named vp of the Campbell, Silver & Cosby Corp., according to Roy Silver, president. He's also been placed on the board of directors of Tetragrammaton Records, CSC's label arm.

Silver further announced the appointment to vice-president positions with CSC of Marvin Deane and Ron DeBlasio. Deane is also v.p. of Tetragrammaton Records, while DeBlasio heads up CSC's management.

Hammerstein will headquarter in New York and function as the head of CSC in New York. Hammerstein will be in charge of all the various CSC operations in New York, but his activities will be focused on Tetragrammaton Records and CSC's various music publishing companies.

Hammerstein is the director of Williamson, Inc., and T. B. Harms, Inc., music publishing companies that include the catalog of Hammerstein's father, the late Oscar Hammerstein II.

Hammerstein began his show business career as a composer, then switched to the theatre, first as a stage manager with Josh Logan, then production manager with Leland Heyward. He co-produced Neil Simon's first Broadway play, "Come Blow Your Horn." His tv credits include producer credits on "The Bell Telephone Hour," "The Arthur Godfrey Show," and numerous specials for CBS and NBC. He established and served as producer of The New York City Center Light Opera Company. Hammerstein begins his duties with CSC October 1. Locations are being screened for CSC's New York offices.

Silver has also announced that Luther James will join the company as of Oct. 1 in the capacity of an associate producer.

James will seek and develop projects to the point of production in the film and television areas. The initial project on his slate is "Here Comes The Grahams," a soap opera whose main subject is a Negro family. James penned the pilot script and is developing the project for presentation to network.

James spent two years at CBS in the capacity of executive of production and was associated with such shows as "Mission Impossible," "The Lucy Show," and "Gomer Pyle." Previous to that, he was assistant to executive producer Norman Felton on Arena Productions' projects, "Man From U.N.C.L.E.," "Girl From U.N.C.L.E.," and "Jericho." "Daktari" recently purchased James' "Commissioner Mike" teleplay, and James will be loaned out by CSC to direct the same. James recently completed his initial directorial stint on "Bewitched."

MOVING UP—Dot Records has named Bob Chilton as branch manager of World Wide Distributors, San Francisco. A native of St. Louis, Chilton entered the record field in 1963 with Reco Discount Records as retail department manager. Two years later he joined Liberty's distrib operation in Missouri as resident salesman. He joined Dot in Feb. 1968 as sales promotion representative in St. Louis, Kansas and South Illinois. Chilton will report to Lou Verzola, World Wide's West Coast regional sales manager, who also serves as L.A. branch manager. Pictured above are Dick Bowman, national sales manager of Dot, and Chilton.

Association Ends Tour

NEW YORK—Bringing SRO crowds to seventeen of eighteen concerts the Association has just ended its four-week summer tour.

Highlighted by an appearance in the Tanglewood Music Festival, the concert string included dates at the Illinois State Fair and a sell-out at the Chicago Opera House. At Tanglewood, the Warners-7 Arts act drew the season's second largest audience.

Current plans feature a fall tour beginning this month (19) in Canada and the conclusion of a new album, their fifth.

TRO's Raskin Drive Opens With Push On 'Those Were The Days'

NEW YORK—A big push is being put on the new Gene Raskin song, "These Were The Days" by the Richmond Organization (TRO).

Recorded by the new British singer, Mary Hopkin, the song has just been released here on the Beatles-associated Apple label through Capitol Records.

The song itself marks the opening of a long-term TRO push on Raskin's works. Eighteen-year-old Miss Hopkin, who was discovered by famed model Twiggy and whose Apple single was produced by Beatle Paul McCartney, is the subject of a current mass media press campaign.

TRO production chief Judy Bell has readied a special edition of the sheet music for "Those Were The Days," in which front and back covers are adorned with glamour photos of the blonde Miss Hopkin. In addition, TRO is plugging Miss Hopkin's with a series of saturation postcard teaser mailings to press, deejays, and program directors. These efforts are all being coordinated with those of Apple and its American distributor, Capitol Records.

The song, TRO's number one plug, is also being pushed in Europe through the Essex International operation in London and through Editions Essex, TRO's Paris-based French-associated company. According to David Platz, international director of Essex International, French and Russian versions of the song are already in the works.

It is understood that another British singer, Sandie Shaw, has also cut "Those Were The Davs." Operations in London and New York are expected to focus on obtaining maximum album coverage on the song in both vocal and instrumental versions. Broad exposure is also envisioned on a flock of other tunes penned by Raskin.

Lasseff, Feigin Conclude Pub Deals With Belinda Music

LOS ANGELES—White Whale record owners Ted Feigin and Lee Lasseff have announced that they have concluded their final publishing arrangements with P. J. Mathews of the Belinda Music Company to represent their Ishmael and Pequod music publishing rights in Australia, New Zealand, Papua and New Guinea. Ishmael is BMI and Pequod ASCAP.

The first projects which Mathews will be working on will be two albums that were just released in the United States and will be released shortly in the above mentioned countries. They are "Suddenly One Summer" (Pequod) by J. K. & Company and "The Rockets" (BMI).

ROMAN MAMA—To herald the solo debut of Mama Cass, of the Mamas & Papas, at Caesars Palace on Oct. 14, the above billboard was erected overlooking Sunset Strip in Los Angeles. Checking out the ad are (l. to r.) Harvey Bruce, ABC local promo man, Marv Helfer of Dunhill, the lark's label, and Barry Gross, West Coast promo man for ABC.

CMA Re-Signs Judy Garland

BOSTON—Judy Garland has re-signed agency contracts with CMA (Creative Management Associates) for representation in all fields, and a contract with Benjamin S. Freeman, of the Boston legal firm of Freeman, Harris, Slobodkin and Stone, for Freeman to represent her as attorney and business manager.

David Begelman, president of CMA International Division, said that Judy's plans for the future call for one or two motion pictures each year, a limited number of in-person concerts and the preparation of television programs similar to the special that Judy did with Frank Sinatra and Dean Martin.

Miss Garland intends to program her future activity so that she will have more time to spend with her two younger children. To that end, she has leased an apartment in Boston and is making plans to purchase a home in this New England city.

Leffler Gets Sunset Post

NEW YORK—Alan Leffler has been set to fill the newly-created post of Eastern regional sales manager of Liberty Records' low-priced Sunset subsid.

According to Howard Alperin, Sunset general sales manager, Leffler will work throughout the East concentrating sales efforts with rack jobbers, discount chains, and other outlets for economy-line product. He will headquarter at the United Artists Records offices, 729 Seventh Ave.

Leffler, 32, joined Liberty Records Distributing Corp. of New York in 1966 to handle the marketing in the metropolitan area of tape cartridge product and was instrumental in opening new outlets for this product with automotive dealers and other non-music accounts. He was then assigned to the upstate New York territory for sales and promotion until his most recent assignment as area sales rep in Manhattan for all Liberty product.

In addition to Sunset, Leffler will represent the True Action Adventure series and Talespinners for Children kiddie lines.

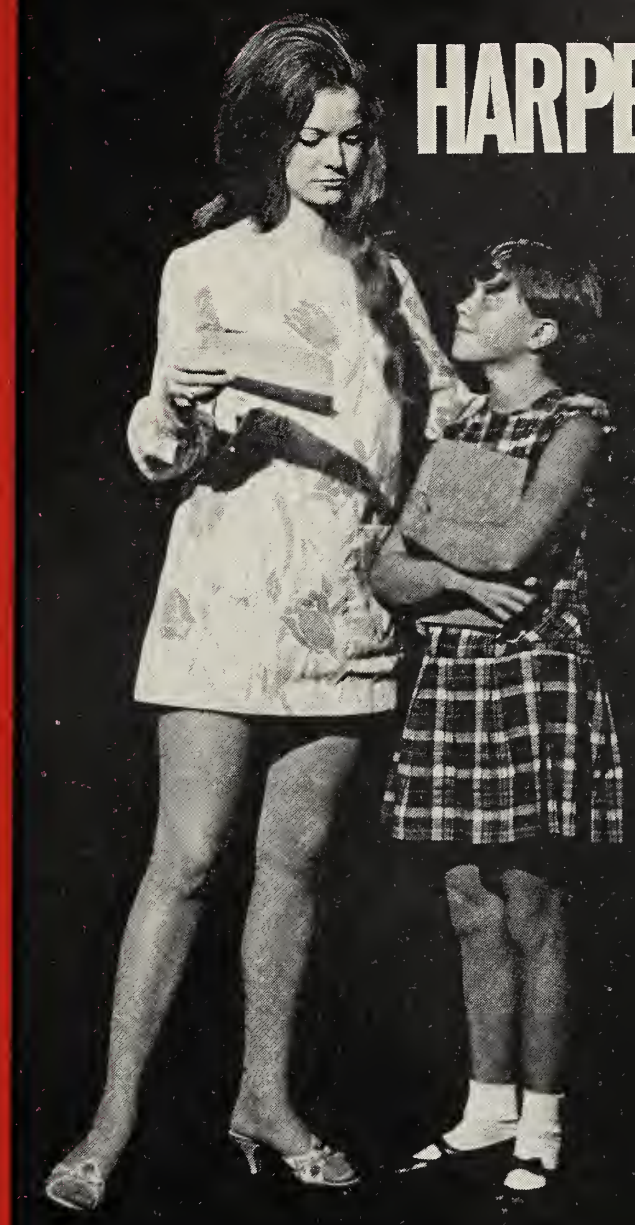
JOHN HARTFORD met the Cash Box leaders at a recent RCA Victor sponsored celebration for his appearance in Madison Square Garden with the Smothers Brothers tour. Shown with Hartford at the Danny's Hideaway luncheon are George Albert, president and publisher (right center); CB vp Marty Ostrow (left) and Irv Lichtman, editor-in-chief.

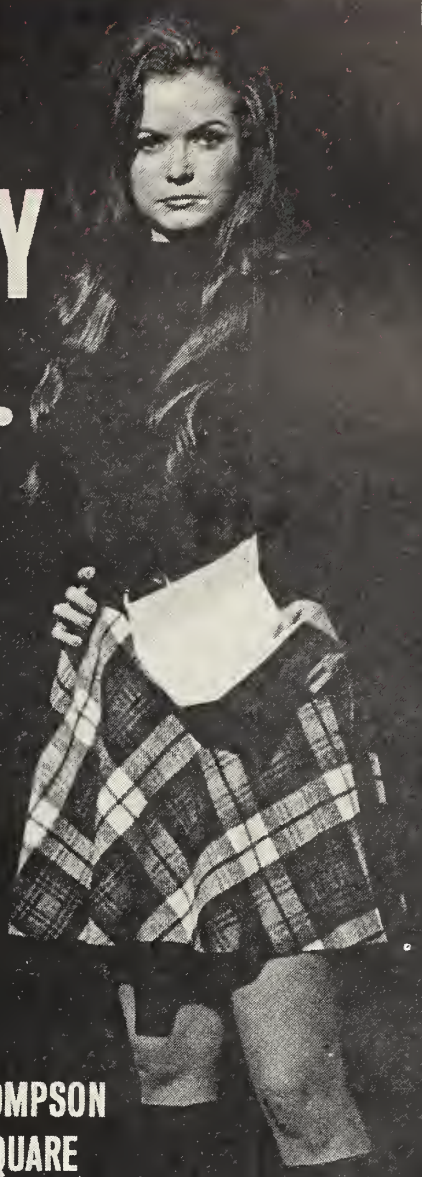
STEREO

plantation RECORDS
PLP 1

JEANNIE C. RILEY

HARPER VALLEY P.T.A.





SATAN PLACE
THE COTTON PATCH
BALLAD OF LOUISE
NO BRASS BAND
SHED ME NO TEARS
WIDOW JONES
MR. HARPER
SIPPIN SHIRLEY THOMPSON
THE LITTLE TOWN SQUARE
RUN JEANNIE RUN

ITCC

8 & 4 track
stereo tape
cartridges
another first

Scovill Purchases Auricord Corp.

WATERBURY, CONN.—Scovill Manufacturing Company has purchased for cash Auricord Corporation of Long Island City, it has been jointly announced by Malcolm Baldridge, president of Scovill, and Leonard Rosenblatt, president of Auricord.

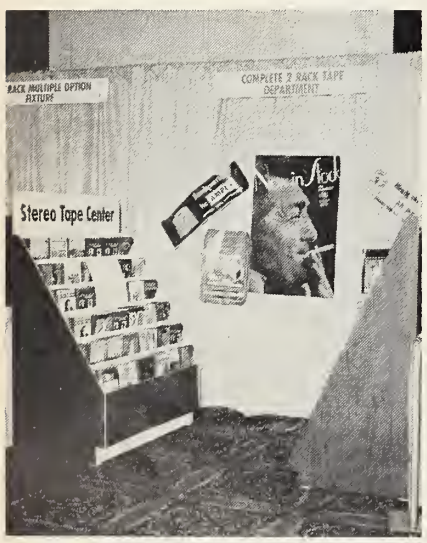
Auricord, said Baldridge, will operate under its present management as a new division of Scovill. The acquisition, he said, puts Scovill in the new and rapidly expanding area of recording electronics.

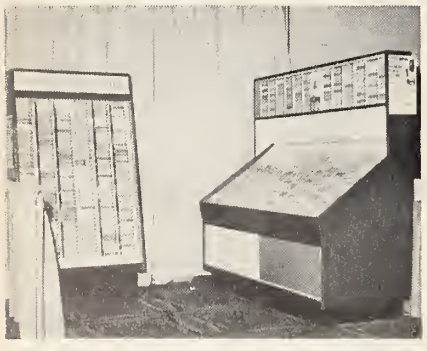
Auricord, established in 1959, is a leader in the design and manufacturing of tape decks, the mechanisms found in all types of magnetic tape recorders. Auricord supplies these components to many companies for use in their own tape recorders, many of which are well-known brands.

Auricord makes many models of tape decks, including reel-to-reel types, four and eight-track stereo tape cartridge players, and playback, message-repeater models, and the new and popular stereo cassette type record and playback.

In addition to the home entertainment market, Auricord tape decks are found in commercial and industrial equipment such as computers, broadcast equipment, control equipment, medical electronics, and space electronics systems, and in the educational markets. Auricord also custom designs and fabricates tape movement mechanisms for almost any application for mass or specialized marketing.

Scovill produces such trademarked products as Hamilton Beach appliances, Schrader tire valves, Dritz and Clinton sewing aids, and Gripper and Nylaire apparel fasteners, and is a major producer of brass mill products and custom parts and assemblies for the automotive and other industries. Its NuTone division is a major producer of Built-in appliances, electronics and lighting fixtures for home and building modernization. Scovill's 1967 sales were $352 million.





DISPLAY SEEN AT THE RECENT NARM TAPE CONVENTION IN CHICAGO.

Atlantic' $10 Mil

(Continued from page 7)

two albums and Aretha Franklin's June release "Aretha Now" on Atlantic, were the top-selling albums throughout the country during July and August, and were 1, 2, 3 on the charts. Other albums that Atlantic-Atco issued in June which are best-sellers include "The Immortal Otis Redding," "Renaissance" by the Vanilla Fudge, "In-A-Gadda-Da-Vida" by the Iron Butterfly, "Super Hits" Vol. II, "Plug Me In" with Eddie Harris, "Idea" by the Bee Gees, "Last Time Around" by the Buffalo Springfield, "I'm A Midnight Mover" with Wilson Pickett, Joe Tex's "Soul Country," King Curtis' "Sweet Soul," "History of Rhythm & Blues" Vols. V & VI, "The New York Rock and Roll Ensemble," David Newman's "Bigger and Better," and Ike and Tina Turner's "So Fine" (on Pompeii).

Since the June releases Atlantic-Atco has issued a number of additional best-selling LP's, including Julie Driscoll-Brian Auger & The Trinity's "Open," "The Crazy World of Arthur Brown," "The Nazz" (on SGC), and "This Is Clarence Carter."

TIC Consolidation

(Continued from page 12)

from individual units.

In Los Angeles, both Recona and Tip Top maintained large warehousing facilities independently. These two were consolidated into one unit of approximately 55,000 square feet.

In Woburn, just outside of Boston, the Recordwagon warehouse now services Recona's Eastern operation together with Somerset's customers out of approximately 50,000 square feet.

In San Francisco, the Recona and Tip Top operations now share one warehouse and an office complex of over 50,000 square feet to serve the Northern California market. Previously, dual operations for both functions existed.

Future plans call for the expansion of existing facilities in the Illinois-Michigan area as well as in Jacksonville and Miami and the opening of new facilities in Ohio.

London's Hottest Aug.

(Continued from page 9)

each is scheduled to make tours of the States in months to come.

Also contributing to the record August sales level were good-music entries from maestro Mantovani, the Jacques Lousier Trio, and Margaret Whiting and Caterina Valente, a pair of top-selling femme singers. The firm's phase 4 stereo line, featuring major catalog entries with Ronnie Aldrich, Stanley Black, Frank Chacksfield, Ted Heath, Les Paul, Edmundo Ross, and Camarata, also constituted a major element in the overall success.

In the classified field, one of London's most productive departments, the recently introduced "Royal Family Of Opera" has caused a major stir at classical counters. The three-album deluxe box-packaged set, which sells for a suggested bargain price of $6.79, has achieved sales levels approaching those of many major pop hits.

The Hi Records line-up, with the focus on Willie Mitchell and Ace Cannon, has brought its own measure of action to the London August sales pattern. The Memphis-based label is nationally distributed by London.

It's Nat'l Tape Week At Capitol

HOLLYWOOD—Capitol Records has designated the week of Sept. 16 as its National Tape Week. It is to be timed simultaneously with a gigantic 23-Cartridge, 23-Cassette "Galaxy of Stars" tape release. With this release, Capitol is featuring one of its largest and most elaborate promotional and merchandising campaigns. The predicted results are that this will be the first time in the history of the industry that tape sales from one week will exceed a million dollars.

Capitol is supporting its National Tape Week with an unprecedented merchandising support program. Included in this program is a combination of special merchandising display and sales books, easel back counter displays, ad material components, separate cartridge-cassette ad mats, national consumer publication advertising, dealer mailers, and a variety of special check lists and order forms.

Long a leader in sales and merchandising aids, Capitol is featuring in this "Galaxy of Stars" release tapes by Nancy Wilson, The Beatles, Al Martino, Beach Boys and others among the label's greatest and brightest stars.

Ampex Tape Div. In New Set-Up

CHICAGO—The Ampex Corp. consumer and educational products division headquartered in Elk Grove Village (near Chicago) has been divided into four separate divisions now known as the Consumer and Educational Products Group.

William E. Roberts, Ampex president and chief executive officer, said formation of the four new divisions reflects the dramatic growth in sales and diversification achieved since formation of the division five years ago.

Rein Narma, Ampex vice president, continues in overall charge of the Consumer and Educational Products Group, which now includes these new divisions:

Ampex Stereo Tapes Division, headed by Don Hall, division vice president and general manager. The division manufactures and markets prerecorded tapes for home listening and markets Ampex audio tape.

Consumer Equipment Division, headed by E. P. Larmer, division vice president and general manager. The division manufactures and markets consumer audio tape recorders and associated equipment.

Educational and Industrial Products Division, headed by Ronald C. Ballintine, division vice president and general manager. The division manufactures and markets closed-circuit videotape recorders, television cameras and associated equipment.

Ampex Service Company, headed by James E. Quinn, general manager. The company operates a nationwide network of service centers for Ampex products.

In addition to the four operating divisions, the Consumer and Educational Products Group includes staff organizations headed by the following executives: R. V. Meck, group controller; C. W. Kaebnick, division vice president and head of manufacturing; T. J. Dunsheath, division vice president and head of engineering and quality audit; T. A. Fulrath, director, industrial relations; Arden Farey, director, industrial design; and George Wishing, general manager, Sunnyvale (California) head operations.

Headquartered in Redwood City, California, Ampex Corporation has worldwide operations in all phases of magnetic recording and tape, computer peripheral equipment, geophysical exploration and automated sorting devices.

The Consumer and Educational Products Group currently employs more than 1,800 in Elk Grove Village.

Orrtronics Intros Two Tape Players For Car And Boat

NEW YORK—Orrtronics is offering a new 8 track stereo tape player with a designer look, for car and boat use—the Automate 8 + 4 $89.95 with speakers. The new unit plays a four-track cartridge, and has reversible gimbal mounting brackets for under-dash or floor-hump mounting. It comes in attractive, easy-to-clean leatherette with chrome and walnut trim. Also standard with this model is a lighted track selector bar, plus fingertip tone and balance controls for maximum richness of sound.

The announcement was made by Joseph C. Meidt, national sales manager of Orrtronics, Inc., manufacturers of stereo tape players for home and automotive use, message repeaters, tape cartridges and related electronic equipment accessories.

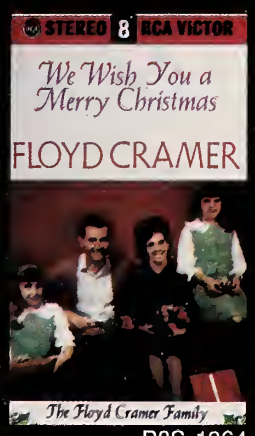
"The Automate 8 + 4 has exclusive mounting bolts designed to reduce theft," said Meidt. "Even though it's simple to install it would be difficult to remove unless you were familiar with the original installation." Another exclusive of the new model is the built-in negative-positive ground conversion for trucks and foreign cars. With this feature, the unit is quickly adaptable to positive ground systems by a simple switch. The Automate 8 + 4 is built in the U.S.A. with American components.

Standard E.I.A. type III cartridges are used. There is a single input plug for all wiring connection enhancing versatility of installation. The new model weighs 7 lbs. including the bracket and is 7" in depth, 8⅛" width, and a slim 3⅛" in height (less bracket).

Also being introduced by Orrtronics is the "Special 8"—a low priced $59.95 8 track stereo tape player for car and boat use. It includes the same dependable Orrtronics sound and performance as its more luxurious counterpart. The Special 8 has color coded, easy-to-install wiring and is available in an attractive midnight black encasement.

Orrtronics, Incorporated, Toledo, Ohio based, is a pioneer in stereo tape cartridge players for automotive and home use.

The Stereo 8 Story (September)



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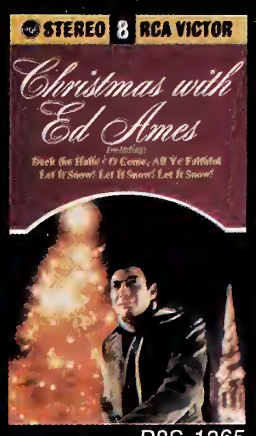

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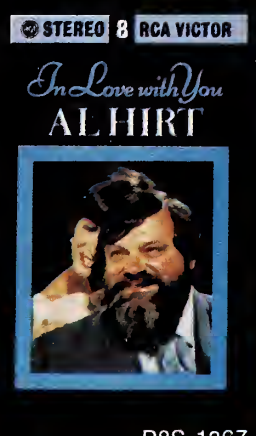

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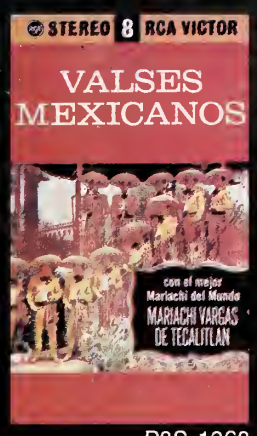

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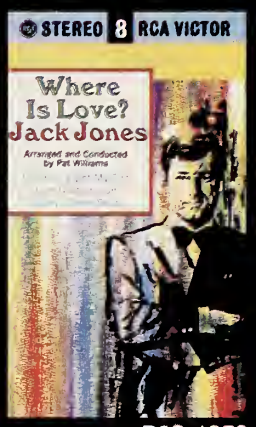
P8S-1371



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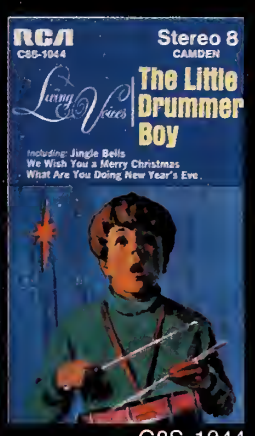
P8S-1373

P8S-1377

C8S-1043



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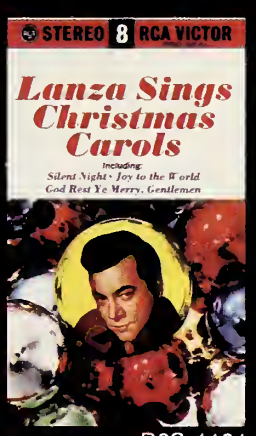

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CashBox Record Ramblings

NEW YORK

Two Young Men Of Rock

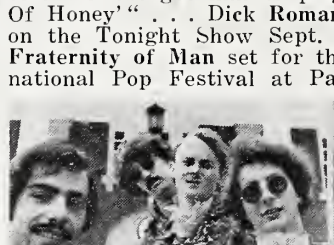
We'd like to pay tribute to two people who have done much to keep contemporary music alive and enjoyable for New Yorkers. You've probably heard their stories, before, but they're worth thinking about again.

Steve Paul deserves credit, not only for being an astute booker, but also for making his club, The Scene, a friendly place to visit, unlike most other N. Y. diskos, which make you feel like a trespasser. There are no bouncers in sight, no bad vibrations in the air. Musicians find it the best club to play and many drop in just to jam, a rarity in New York. Skeded for Scene gigs in the near future are the Turtles (first N.Y. appearance in a few years) and England's Spooky Tooth (their N.Y. debut).

Bill Graham has brought rock theater to New York. It's been done before, but never right. Graham also manages to create good vibrations, and despite the Fillmore East's location in the heart of the East Village, manages to keep the theater comfortable for customers of all social levels and pursuits. His shows are always well-balanced and Graham is not afraid to experiment by bringing in non-rock acts (like the Staple Singers, who've been booked for a return engagement Fri. & Sat. (20, 21).

Both Paul and Graham, by catering to the public and performer, and not their pocketbooks, have managed to become successful. There's a message there someplace.

VIEW FROM BROADWAY: **The New York Rock & Roll Ensemble** has become a regular on Skitch Henderson's New York, a new national TV'er . . . **The Magnificent Men** moving through Campuses along the East Coast this month . . . **Matty "Humdinger" Singer** has gotten excellent Philadelphia receptions for the Dunhill release "Golden Gate Park" by **Rejoice**; both ends of the new **Ray Charles** single and "Pain" from **Nova's Nine** . . . **Eternity's Children** have just wound up a three-week nine-city radio and tv tour initiating their follow-up "Sunshine Among Us." . . . **Joel Grey** and members of the "George M!" cast will join the champagne dinner benefit for the Catholic U. of America's construction of its communication arts center . . . **Richie Havens** does his first Philly concert at Town Hall on Sept. 21 . . . MGM's **Bobby Callender** has been seeing increased underground play on his "Rainbow" LP and the label is responding with an underground consumer ad push . . . **George Pincus** postcards from Israel: "Florence and I love Israel—what a standard. Leonard Bernstein sat with me at the Hilton pool yesterday. Went to Jerusalem last night to hear his concert. Almost got him to play 'Taste Of Honey'" . . . Dick **Roman** guests on the Tonight Show Sept. 29 . . . **Fraternity of Man** set for the International Pop Festival at Palo Alto, Calif. on Oct. 5 . . . **Steppenwolf** set to tape Hugh Hefner's new TV show, "Playboy After Dark".



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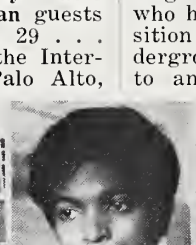
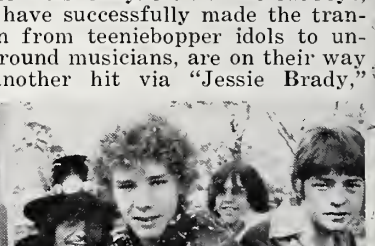


Bobby Callender



McCoys

England's **Jeff Beck** kicks off his second American tour with 4 shows at the Fillmore East, Oct. 18, 19 . . . Alouette Music's **Art Wayne** back from his California trek with lots of new friends and a pocketful of recording commitments . . . Capitol's **Roy Battacchio** infos that GAC is bringing Apple's **Mary Hopkin** over for a TV and promotion tour . . . Ars Nova, Elektra classical-rock group, opens a two-week stand at the Bitter End Sept. 11 . . . Best wishes to **Frank Bruno** of the newly-opened Arranging Factory, who was married Sept. 1 to singer **Lois Shayne** . . . **The McCoys**, who have successfully made the transition from teeniebopper idols to underground musicians, are on their way to another hit via "Jessie Brady," being pulled from their "Infinite McCoys" LP on Mercury . . .

Arnie Silver and Mark Stevens, known as the **Silver Bros.**, back from a successful Catskill stint. Signed to JATA Enterprises, the Jay & the Americans firm, group is weighing record offers . . . Singer **Mara Lynn**

(Continued on page 50)

HOLLYWOOD

An Open Letter—To A Closed Mind?

It was just about three weeks ago that we switched to an "establishment" jock on a local soft music slot who was commenting on the currently popular fad of guys wearing beads, medallions and other neck hangings. Unless we were mistaken (it was early in the morning) he suggested that it was a totally feminine fad. We winced. Still, as we said, it was early. Perhaps we misunderstood.

Sure enough he repeated the statement the following A.M.—"guys who wear beads are sissies" (we're not sure that's a direct quote but it's close enough). He added that anyone who disagreed might drop him a note and he'd try to read it on the air. A few days went by and no further reference was made to beads, medallions or dissenters.

In checking with the station we discovered that the jock had, indeed, received several letters from listeners who disagreed with him. But were told that he did not plan to read any of those letters on the air. We mentioned this to several of our beaded acquaintances during that week. Including west coast indie promoman Tony Richland who had heard the broadcasts. Richland told us he had actually sat down and answered the jock. Did he have a carbon of that letter? He did. It's a particularly strong statement and deserves to be heard. Below is a portion of Richland's note.

"If a man thinks a medallion looks good, why do you damn him as being a freak rather than simply disagreeing with his choice of attire? If a man has fooled himself into thinking that by wearing 'love' beads he will be filled with more of the milk of human kindness. . . isn't that good? Isn't that preferable to being a hater?"

"Does it make me a sissy because I wear beads? I don't think so. My wife doesn't think so. Do you really prefer, as a human being, the type of man who wears proper (by our standard) masculine (by our standard) attire each day while wheeling and dealing and cheating his fellow man . . . to an altruistic generous individual who just **happens** to wear a medallion now and then?"

"Suppose I told you that I thought **you** were feminine because you don't shave? Well—why **do** you spend time wear a beard? Suppose I accused you of being feminine just because you each morning erasing one of the more obvious proofs that you aren't feminine?"

"Any psychiatrist will tell you that men who are constantly concerned with doubting the masculinity of other men (and making fun of them unless they are chomping cigars and slapping each other on the back and swapping dirty stories) have got their own problems—centering around insecurity."

"Lastly, I'd like you to explain to my kids—who heard you doubt my masculinity on the air—just what makes **you** more of a man, in any way, than I am?

"You wear jump suits. I think they look silly. But that's just a matter of taste. And I respect your taste—even tho' it differs from mine."

Like we said. We think Richland's statement deserved to be heard. We're sorry the jock did not choose to read it on the air.

Our "West Coast Girl of the Week" is actress-dancer-songstress **Barbara Rhoades**, Poughkeepsie's loss and Hollywood's new dream chick. At 18 she made her move to NYC, dancing with choruses on TV, taping commercials, followed by summer stock in "Gypsy," "Bye Bye Birdie" and "Music Man." Just before her arrival on the coast she had emerged as a featured dancer on "Funny Girl"—the on-Broadway show. She has since been seen opposite **Robert Wagner** in "Don't Just Stand There" and **Don Knotts** in "Shakiest Gun in the West." Barbara collects antique pictures of old ladies and **Hemingway** is her favorite author. She stands 5'10"—one of the more scenic Rhoades in town.

Stan Kenton

Barbara Rhoades

Beach Boys

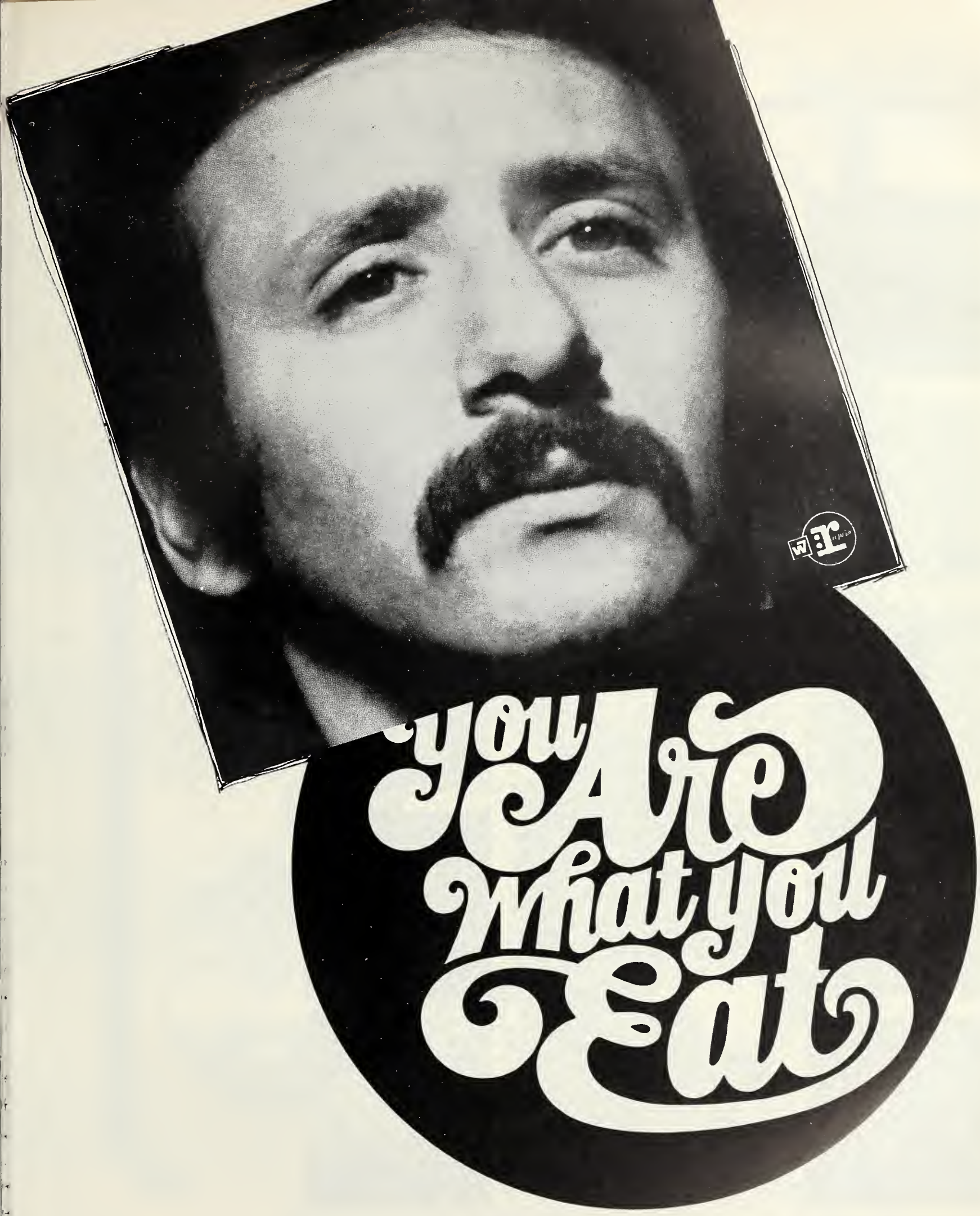
The **Beach Boys** have inked a commitment to headline a week at London's Palladium starting Dec. 1st . . . The **Four King Cousins**, whose first LP with Capitol "Introducing the Four King Cousins," will be released Oct. 1st, have been pacted to make two guest appearances on CBS-TV's "**Jonathan Winters** Show".

Winters, incidentally, will headline the first major fund raising event ever held in L. A. on behalf of the American Indians—it'll be presented at the Anaheim Convention Center, Oct. 18th, sponsored by Arrow, Inc. Guests set to star with Winters—**Andy Williams, Buffee St. Marie, The Cowsills, Paul Weston's** orchestra. All proceeds to go to the newly established "Jonathan Winters Scholarship Fund." It's hoped that $100,000 will be raised. Tickets available at all mutual ticket agencies, Wallich's Music Centers, UCB Orange County Banks and the Anaheim Convention Center. For further info, call 878-4602.

The once world famous Romanoff's has been reconstructed and now houses The Jazz Suite, a revolutionary new private club in the heart of Beverly Hills. Memberships still available (initiation fee—$500.00 per person), a benevolent fund will allocate profits to establish scholarships, grants, contributions, workshops, awards and similar benefits towards the furtherance of jazz and jazz musicians. Live musical entertainment is offered seven nights a week. It'll include such jazz giants as **William Basie** (who played last week), **Stan Kenton** (due this week), **Ella Fitzgerald, Gerald Wilson, Earl Garner, George Shearing, Lionel Hampton** and **Red Norvo**. Membership closes at 2000. Fifteen hundred have already joined. Its proud proprietors —**Joseph W. Noble** and **Gene Von Bauer**. For further info call Crestview 8-0693.

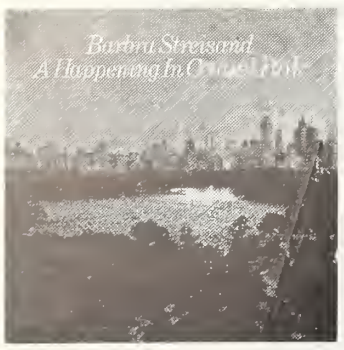
CHICAGO

Triangle Theatrical Productions' **Frank Fried** unveiled his Fall schedule of concerts, which reads like a page out of the Top 100! Lead-off act is The Rascals (9/28), to be followed by the Irish Rovers (10/4), **The Doors** (6), **Glen Yarbrough** (11), **Donovan** (11-12), **The Cream** (13), **Jose Feliciano** (19), **Liberace** (25), **Country Joe & The Fish** (25), **Buffy St. Marie** (11/8), **Pete Fountain** (11/8), **Paul Revere & The Raiders** (11/16) and the **Vanilla Fudge** (11/17) . . . Nice to meet Columbia's **John Galobich**, who stopped by the CB office last week. John was recently transferred from Milwaukee and will be working with promo manager **Frank Rand** in the midwest territory . . . New nitery "My Sister's Place" bowed on the near north. Premiere attraction is Chi songstress **Harriette Blake** and the **Reginald Willis Trio** . . . Hats off to WCFL's asst. gen'l. mgr. **Lew Witz** who offered Mayor Daley "any time necessary to present Chicago's story of the convention week disturbances!" . . . **Bill Leaner** of United Record Dist. has some hot albums to boast about, namely, the **Marvin Gaye-Tammi Terrell** package "You're All I Need" (Tamla), **Marvin Gaye's** "In The Groove" (Tamla) and "Special Occasion" by **The Miracles** (Tamla). Bill's also high on a new single by **Cookie Scott** tagged "Funny Changes" (Orr) . . . Local songster **Freddie Montell** opened in the Moulin Rouge on N. Lincoln Ave . . . Congrats to **Al Curtis** of Ben Arden Associates on his recent wedding! . . . **Don Ho** is slated for an upcoming engagement, his first here, in the Empire Room of the Palmer House . . . Owner **George Lucas** reopened the famed Club Laurel last weekend with **The Turtles** as headliners. **John May**, formerly with Marienthal Enterprises, will manage the club and a name entertainment policy will prevail . . . **The Bubblegum Machine** (Senate) began a 2-weeker in The Rush Over (11) . . . Rounding out the October weekend bill in the Electric Theater will be **John Mayall** (4-6), the **Jeff Beck Group** (11), **Steppenwolf** (12), **Ten Years After** (18-20) and **Quicksilver Messenger Service** (25-26) . . . Songstress **Mara Lynn Brown**, who'll be opening in Mister Kelly's on the 16th, did a national TV spot for Tame cream hair rinse . . . **Earl "Fatha" Hines** comes into London House 10/1 for two weeks. Current bill spotlights **Mongo Santamaria.**



Peter Yarrow of Peter, Paul and Mary has a single. The most beautiful ballad of young love you have ever heard. From the original soundtrack album of the movie "You Are What You Eat." Presented by Michael Butler and Peter Yarrow. Natoma / Cerberus Production.

Pop Picks



A HAPPENING IN CENTRAL PARK — Barbra Streisand—Columbia CS 9710

This long-awaited album contains highlights from Barbra Streisand's famed June 17, 1967 Central Park concert. 135,000 fans flocked to Sheep Meadow to hear the songstress deliver "Happy Days Are Here Again," "Cry Me A River," "People," "Love Is Like A New Born Child" and 2½ hours worth of other numbers. If those same 135,000 people buy this LP—. Better have a good supply in reserve.

CHITTY CHITTY BANG BANG—Original Cast Soundtrack—United Artists UAS 5188

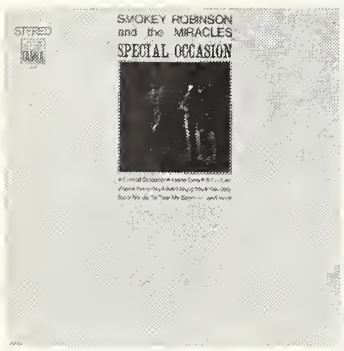
Here's the original cast soundtrack album of the soon-to-be-released musical movie, "Chitty Chitty Bang Bang." The bright score by Richard M. Sherman (music) and Robert B. Sherman (lyrics), the team that wrote "Mary Poppins," is performed in a spirited manner by Dick Van Dyke, Sally Ann Howes, Lionel Jeffries and the other members of the cast. Irwin Kostal supervised and conducts the music. This should be a big album.

FINIAN'S RAINBOW—Original Soundtrack —Warner Bros.—Seven Arts BS 2550

With a top flight cast and songs which have become standards, this soundtrack LP of the film version of the Broadway hit of 1947, "Finian's Rainbow," shapes up as a monster. The film stars Fred Astaire and Petula Clark, both of whom perform winningly on the LP. Petula shines in such tunes as "How Are Things In Glocca Morra?" "Look To The Rainbow," and "Old Devil Moon." This package is crammed full of solid entertainment.

SOPHISTICATED SOUL — Marvelettes — Tamla 286

The Marvelettes' star is again on the rise, thanks to such recent hits as "My Baby Must Be A Magician" and "Here I Am Baby" (both included here) and the many fans they have accumulated over the years should turn out in full force for their latest album. The Motown trio shines brightly on such sides as "Destination: Anywhere" and "What's Easy For Two Is Hard For One" (both sides of their new single) as well as "Your Love Can Save Me." Good set, good action.



SPECIAL OCCASION—Smokey Robinson & Miracles—Tamla 290

This potent album is indeed a "Special Occasion," both for Smokey Robinson and the Miracles and for their many fans. The renowned vocalists are at their best here as they render soul-filled readings of eleven groovy numbers, including the title tune, which is their current hit. Better stock up on this one. It's sure to be a big seller.

SOUL LIMBO—Booker T & MG's—Stax STS 2001

Named after their current hit, "Soul Limbo," Booker T and the MG's new album is a winning effort and their most versatile set to date. The famed soul instrumental group lends its talents to a wide variety of numbers including, besides the title tune, "Be Young, Be Foolish, Be Happy," "Hang 'Em High," "Eleanor Rigby," "Foxy Lady" and six others. Should be lots of chart and sales action in store for this one.

MARVIN GAYE IN THE GROOVE—Tamla 285

Marvin Gaye has been hitting on two fronts lately, both as a solo and as Tammi Terrell's disk partner, and his popularity is at an all-time high. After a few excursions with pop-oriented albums, Gaye returns to the straight soul fold with this set, which includes his last hit, "You," his current single, "Chained," "Loving You Is Sweeter Than Ever," and two solid renditions of past Drifters' hits, "Some Kind Of Wonderful" and "There Goes My Baby." Should happen big.

TRIP 2—Rotary Connection—Cadet Concept LPS 312

The Rotary Connection had a very successful first trip, and "Trip 2" should be even more successful. The set is highly imaginative, full of colorful sound effects, and the Connection's vocals are spirited and vital. "Aladdin" is a particularly potent track. Watch for this one on the charts. It should be showing up there soon.

HARPER VALLEY P.T.A.—Jeannie C. Riley —Plantation PLP 1

Jeannie C. Riley's "Harper Valley P.T.A." has been the biggest single of the late summer season, and her follow-up album is insured a heavy amount of sales. The set stands on its own merits, however. For those who enjoyed "Harper Valley P.T.A." there are several other songs about the folks in Harper Valley, and Jeannie C. sings them, and all the other numbers on the set, in fine style. Watch this one go.

LONELY SIDE OF THE CITY—American Breed—Acta A 38008

Lots of gentle, appealing rock sounds fill this LP from the American Breed. Particularly pleasing are "Always You," "Walls," "Partners In Life," and "Out In The Cold Again." There should be an appreciable market for this type of easygoing rock, and the group's followers should find the disk greatly to their liking.

THE BEST OF THE IMPRESSIONS—ABC ABCS 654

Now on their own Curtom label, the Impressions are showcased here on a set of tunes, five of which were chart entries. The group's current chart single, "I Loved And I Lost," is also included on the LP. The earlier chart riders are "We're A Winner," "Amen," "You've Been Cheatin'," "We're Rollin' On," and "People Get Ready." Filled with tightly knit, fluid harmonies, this album is, indeed, the best of the Impressions.

ARCHIES—Calendar KES 101

"The Archies," based on the famous Archie comic strip, will be a Saturday morning CBS cartoon feature this Fall (produced by Norm Prescott, Lou Scheimer and Hal Sutherland of Filmation) and will guarantee a wide audience for the songs in this album, which will be featured on the show. Don Kirshner, who supervised the Monkees' early disk efforts, is the man behind the idea of this set. Jeff Barry produced the deck and wrote most of the songs. "Bang-Shang-A-Lang" is already starting to climb the singles charts. Expect nothing but success for this LP.

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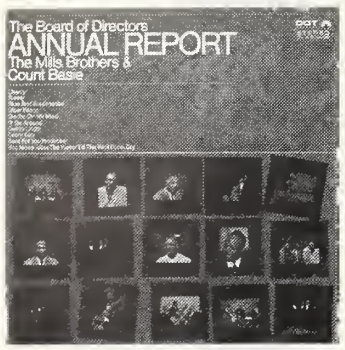
Pop Picks

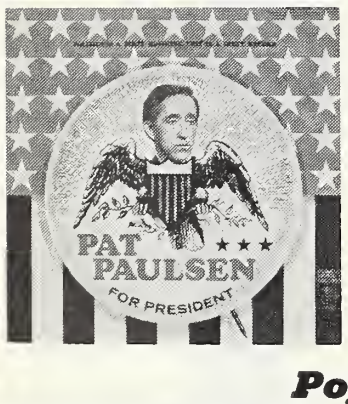
WHAT THE WORLD NEEDS NOW IS LOVE — Jackie De Shannon — Imperial LP 12404

Titled after and including her biggest hit, "What The World Needs Now Is Love," Jackie De Shannon's new album is a moving effort that should see excellent sales, especially since the songstress has just come back into prominence via her latest single, "The Weight" (not on this LP). Keep close tabs on this one. It might just turn into a monster.



THE BOARD OF DIRECTORS' ANNUAL REPORT—Mills Brothers & Count Basie—Dot DLP 25888

The combination of the Mills Brothers and Count Basie is a powerful alliance indeed. The Mills Brothers vocalize in their famous stylish, smooth manner, backed solidly by a swinging Basie band. Such strong items as "Gentle On My Mind," "Glow Worm" (the Mills Bros.' trademark), "Sunny," and "Cielito Lindo" highlight this sparkling LP. Look for heavy sales on this one.



PAT PAULSEN FOR PRESIDENT—Mercury SR 61179

Comedian Pat Paulsen's campaign for the Presidency receives a big push from this album, which is a comprehensive outline of the candidate's stand on the major issues of the day. Foreign and domestic policies are fuzzily, facetiously, and fumblingly analyzed. There is even a novel concept concerning gun control. Guns are not the problem, says Paulsen. Bullets are. With such refreshing insights, this political document, aided by Paulsen's exposure on the Smothers Brothers TV'er, should win in a landslide.

LUCILLE—B. B. King—BluesWay BLS 6016

B. B. King's guitar is named Lucille, and he never played her better than on this album which bears her name. The title track is a long monologue about Lucille with frequent comments from the subject. The rest of the set is given over to the fine urban blues singing and guitar playing for which King is famous. Six of the numbers on the set are his own compositions. This is an excellent album that should see excellent action.

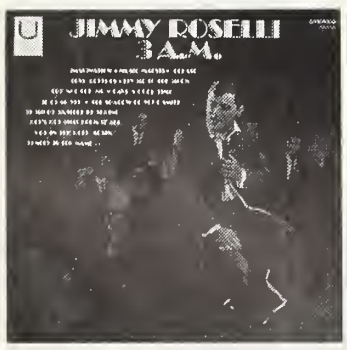
SRC—Capitol ST2991

Already on the charts with this LP, the group that calls itself SRC (which stands for Scott Richardson Case—Richardson is lead vocal) is beginning to make a name for itself. The group lays down a host of groovy rock sounds; Gary Quackenbush's wailing lead guitar is particularly noteworthy. SRC could, via this LP, turn into a hit group. Watch the set's progress closely.

DOC SEVERINSEN & STRINGS—Command RS 937 SD

Ace trumpeter Doc Severinsen is backed by a large string ensemble on his latest album as he performs songs by such famed writers as Jim Webb ("MacArthur Park"), Burt Bacharach ("Bond Street"), Antonio Carlos Jobim ("Wave") and Luiz Bonfa ("Samba De Orfeu"—from the movie, "Black Orpheus"). Severinsen's brilliant sound should spark sales of this potent package.

Pop Best Bets



3:00 A.M.—Jimmy Roselli—United Artists UAS 6665

Romantic chanter Jimmy Roselli here offers an album suitable for the wee hours. The songster's warm, personal and intimate voice is perfect for such numbers as "The Shadow Of Your Smile," "Fly Me To The Moon," "Love Letters" and "Let's Get Away From It All." Should be nice sales in store for this set among Roselli's many fans. Watch it for action.

ROWAN & MARTIN'S LAUGH-IN—Epic FXS 15118

All the madcap zaniness of Rowan & Martin's "Laugh-In," which has been highly popular on TV, is captured in this manic, fast-moving LP. The burlesque quality of the show comes through on the album, with such familiar features as "Here Come The Judge," the cocktail party sequence, and "News—Past, Present, And Future" included among the tracks. The Laugh-In regulars bounce battily through the disk and special guest Barbara Feldon also adds to the fun. This set should be greeted with gales of laughter.

THE MOTOWN SOUND—A COLLECTION OF 16 ORIGINAL BIG HITS, VOL. 9—Various Artists—Motown MS668

This ninth collection of Motown biggies should, like the others in the series, see a nice amount of action. Artists on the set are Diana Ross and the Supremes, the Four Tops, the Temptations, Smokey Robinson and the Miracles, Stevie Wonder, Martha Reeves and the Vandellas, Gladys Knight and the Pips, Jr. Walker & the All Stars, Marvin Gaye & Tammi Terrell, Jimmy Ruffin and the Marvellettes. Plenty of good soul in this package. Watch for the set on the charts.

DECADE OF GOLDEN GROUPS—Various Groups—Mercury SRM 2 602

This 2-record set, which actually covers 15 years of group hits, includes 22 strong tunes, and is a sort of musical march of time. Here are such oldies as "My Prayer," the Platters; "Earth Angel," the Penguins; and such recent chartbusters as "Sunday Will Never Be The Same," Spanky and Our Gang, and "The Mighty Quinn," Manfred Mann. There should be copious sales in store for this blend of old and new.

HERE COMES THE JUDGE—Shorty Long—Soul SS709

Shorty Long is a very versatile man. He sings, and plays organ, drums, trumpet, harmonica and piano, and he had a part in writing all but one of the songs on this set. Filled with soul, funk and humor, the LP is a highly entertaining venture that could become a big item in the marketplace. LP is titled after and includes Shorty's recent hit, "Here Comes The Judge."

NAZZ—SGC SD 5001

This is the first album on the SGC label, distributed by Atlantic. It is also the first album by the Nazz, a four member rock group. The group plays good hard rock, and assisted by the big send-off being given them, they could develop into a nationally known act. Put this package on your list of disks to watch. It could become an overnight in-demand item.

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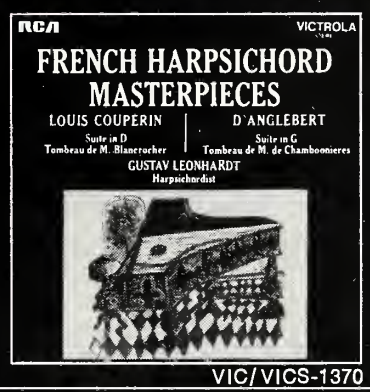
VIC-1365

VIC-1361

VIC-1372

The best-sellers

VIC/VICS-1364



VIC/VICS-1370

VIC/VICS-1013

VIC/VICS-1025

VIC/VICS-1035

VIC/VICS-1039

VIC/VICS-1314(e)

VIC/VICS-1321(e)

VIC/VICS-1323

VIC/VICS-6000

VIC/VICS-6015

VIC-8000

RCA

Pop Best Bets

THE BEST OF HOLLYWOOD '68 '69—Enoch Light and the Light Brigade—Project 3 PR 5027 SD

The trend in movie music towards a more popular, contemporary style is reflected in this album performed by Enoch Light and the Light Brigade. Rich, inventive instrumentations adorn such tunes as "The Windmills Of Your Mind" (from "The Thomas Crown Affair"), "Mrs. Robinson" (from "The Graduate"), the theme from "Hang 'Em High," and "Lullabye From 'Rosemary's Baby'." This set outdistances most so-called "good music" LP's and deserves the listener's plaudits.

BOBBY TAYLOR & VANCOUVERS—Gordy 930

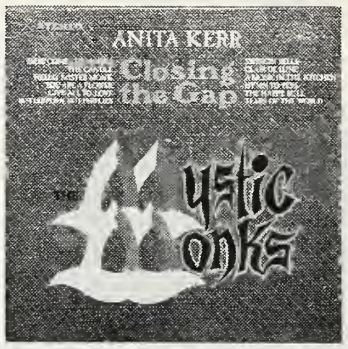
Bobby Taylor and the Vancouvers are one of the newest acts to emerge from the Motown stable, and should solidify the following they picked up with their "Does Your Mama Know About Me" and "I Am Your Man" hits with their initial album offering. Along with several self-penned tunes, the group soulfully offers up such Motown hits as "I Heard It Through The Grapevine" and "It's Growing," along with the "Try A Little Tenderness" standard. Solid R&B and pop sales potential.

FUSION—Hello People—Philips PHS 600-276

The Hello People's second album is a very inventive venture that could, with the proper exposure, make quite a name for the group. As is explained in the group's own liner notes, the Hello People employ the sounds of a number of different musical forms such as jazz, blues, folk and classical, with rock predominating. Interesting LP with excellent potential.

FANNY BRICE SINGS — Audio Fidelity AFLP 707

What with the renewed interest in the musical "Funny Girl," generated by the movie version of the show, this album, a collection of performances by Fanny Brice (upon whose life "Funny Girl" is based) could find a big market. Fanny sings a number of humorous songs and some straight ones. Among the selections are such titles as "Second-Hand Rose," "My Man," "Mrs. Cohen At The Beach" and "The Sheik Of Avenue B." Keep an eye on this one.



CLOSING THE GAP—Mystic Monks—Ranwood RLP 8032

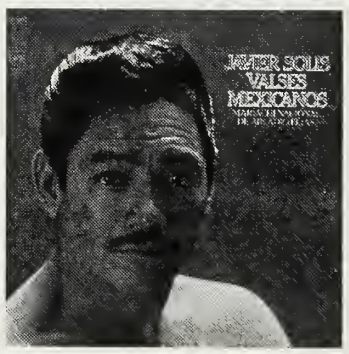
The Mystic Monks, eight men playing an organ, three french horns, percussion instruments, guitar, bass, and drums, have updated excerpts from works by such classical composers as Bach, Tschaikovsky, Beethoven, and Debussy. The twelve selections were arranged and adapted by Anita Kerr, who also produced the LP. The fusion of contemporary rhythms with classical melodies makes for an extremely interesting "new concept" album which could find widespread acceptance.

TUESDAY, APRIL 19TH—Unspoken Word —Ascot AS 16028

The Unspoken Word's sound is quite unusual. Eerie, often haunting, the music is powerful without being too overwhelming. Of special note on a particularly impressive set are: "Anniversary Of My Mind," "For The World," "Distant, Oh So Far," and "Rossby." Listeners seeking something different in rock are advised to sample this provocative offering.

THE NEW SOUNDS OF THE LOUIS PRIMA SHOW—De-Lite DE 2001

Trumpeter/chanter Louis Prima presents a sample of his nightclub show on this album, a disk that all his fans will want to own. Besides Prima himself, the set showcases the feature members of his show: songstress Gia Maione, saxophonist Sam Butera, electric organist Little "Richie" Variola and the Witnesses. A highly entertaining venture from beginning to end, this set should do nicely saleswise.



VALSES MEXICANOS—Javier Solis/Mariachi Nacional De Arcadio Elias—Columbia EX 5218

Backed in fine style by the Mariachi Nacional De Arcadio Elias, songster Javier Solis lends his considerable talents to a host of "Valses Mexicanos." Solis has a rich, powerful voice which has earned him a large following in the Latin market, and this LP, one of many that he has made for Columbia, showcases him at his best. Give it a careful listen.

Jazz Picks

SPEAK LIKE A CHILD—Herbie Hancock—Blue Note BST 84279

Pianist Herbie Hancock should excite a goodly amount of action in jazz circles with this LP. Assisted by Ron Carter, bass; Mickey Roker, drums; Thad Jones, fluegelhorn; Peter Phillips, bass trombone; and Jerry Dodgion, alto flute, Hancock brings his nimble fingers to bear on six striking numbers, five of which are his own compositions (the sixth is by Ron Carter). Excellent album.

THE CLASSIC COLLECTION / TRADITIONAL / THE GREAT JAZZ MEN, VOL. 1—Various Artists—Dot DLP 25878

This new addition to Dot's jazz series, "The Classic Collection," (other new LP's in the series include "Contemporary/The Great Jazz Men, Vol. 2" and "The Best Of Word Jazz / Ken Nordine / Vol. 3") spotlights Louis Armstrong, Earl "Fatha" Hines, Bud Freeman, Pee Wee Russell, Eddie Condon, Benny Carter, George Whettling and many other fine artists. Traditional jazz buffs should really go for this one.

Classical Picks

DORATI: SYMPHONY / NOCTURNE & CAPRICCIO FOR OBOE AND STRING QUARTET — Dorati / Minneapolis Symphony / Allegri Quartet / Roger Lord—Mercury SR90499

Best known as a conductor, Antal Dorati is also a fine composer, as the two works on this album prove. Dorati himself conducts the Minneapolis Symphony Orchestra in a performance of his Symphony (1957). The Allegri String Quartet with Roger Lord, oboe, performs Dorati's Nocturne And Capriccio For Oboe And String Quartet. Both works naturally show a Hungarian influence (Dorati is Hungarian); both are vital and interesting.

MARTINON: SYMPHONY NO. 4 / MENNIN: SYMPHONY NO. 7—Martinon / Chicago Symphony—RCA Victor LSC 3043

This LP contains the premier recordings of two symphonies: French composer Jean Martinon's Symphony No. 4, Op. 53 ("Altitudes"), written in 1964-65; and American composer Peter Mennin's Symphony No. 7 In One Movement ("Variation-Smphony"), completed in 1963. Both symphonies are powerful works, bold and original without being abstruse. Excellent performances by the Chicago Symphony, Jean Martinon conducting.

IMPERIAL RECORDS
PROUDLY ANNOUNCES
THE FIRST SINGLE FROM

ELYSIAN FIELD

...destined to be one of the year's
most talked about groups!

"KIND OF A MAN"

...destined to be one of
the all-time great ballads
for the now generation!

B/W

"ALONE ON YOUR DOORSTEPS"

#66318

Produced by Marv Maxwell & Frank Bugbee

IMPERIAL
A PRODUCT OF
LIBERTY RECORDS

"A Girl Like You
Could Make A Guy Like Me
Be The Kind Of Man
He Ought To Be

A Girl Like You
Could Make A Guy Like Me
Be The Kind Of Man.....

PUBLISHED BY METRIC MUSIC COMPANY

Small Named R&B Veep At Jubilee

NEW YORK—In the first stage of an overall expansion of the label's R&B department, Jubilee Records has named Tommy Small vice president of R&B activity, effective immediately, it has been announced by Steve Blaine, president of the diskery.

Small will be scouting talent, dealing with independent producers, and supervising the promotion of all R & B product on the Jubilee family of labels. He is already in negotiation with several artists.

Small brings to his new post his wide experience as a soul dee-jay, concert producer, and personal manager. A platter spinner over stations KDAY (Hollywood), WWRL and WLIB (New York), Small was also the manager of Joe Tex.

As a concert producer and director, Small created what is now recognized as the standard "soul show" format. Emceeing and producing concerts at the world famous Apollo Theatre, Small dispensed with the "variety show" technique and brought out eleven singing acts in succession backed by a powerhouse stage band. For three years he was unofficially known as "The Mayor of Harlem".

Small is currently working on three new Jubilee R & B singles, Mary Wells' "Can't Get Away From Your Love" (a follow-up to her "Doctor" hit), Eddie "Buster" Forehand's "Young Boy Blues", and the new release by the Clovers, "Try My Loving On You".

"R & B music is where it's at", said Steve Blaine, "and Tommy Small has known where it's at for a long time. We're delighted to have him with Jubilee."

Tommy Small

CRDC Ups Granger To Nat'l R&B Prod. Mgr.

HOLLYWOOD—Ronnie Granger has been promoted to the post of national R&B product manager by Capitol Records Distributing Corp., it has been announced by Ken Mansfield, national promotion manager of the firm. This promotion marks the acceleration of Capitol's drive to provide and service the consumer's demand for good R&B product.

Granger will be directly responsible for national R&B promotion and in addition will shape merchandising and sales-support. His new assignment also will include R&B talent and product search and masters acquisition. This vertical correlation of product, promotion and merchandising will characterize Capitol's expansion in R&B product under Granger's guidance.

Granger, 35, joined CRDC in October 1965, as district promotion man of R&B in Atlanta. In 1966 he was promoted to manager of midwest R&B promotion activities, and in January 1968 was made field promotion manager. Prior to joining Capitol, Granger worked as a salesman for Lever Bros. and as an independent record promotion man in the east and midwest.

Foster Acquires BJ

HOLLYWOOD—Reb Foster Associates, which has Steppenwolf and other rock groups under contract, has acquired one hundred per cent of BJ Enterprises in exchange for one third of the RFA stock. The deal was negotiated by Foster and Bill Utley, his partner, with Bert Jacobs, sole owner of BJ Enterprises.

Among others, BJ has a personal management contract with prime heavyweight contender Jerry Quarry, also contracted to Liberty Records. Quarry is scheduled to fight Joe Frazier for the world heavyweight crown sometime after the first of the year. BJ also manages The Standells, former Capitol recording artists, singer Diana Quarry, Jerry's sister, and movie producer Joel Price.

His recording career will get an assist from his TV singing debut in an "I Dream Of Jeannie" segment scheduled for fall viewing. Quarry is also under consideration for the lead of producer Sam Katzman's next film, an as yet untitled drama.

Reb Foster Associates, in addition to handling Dunhill artists Steppenwolf, manages Three Dog Night, a new group also signed to Dunhill, singer-writer Lowell George and singer-writer Jon Taylor. Taylor and Raul Danks, formerly on the LHI label, are signed to the record production arm of RFA. Publishing for all acts of the new combine will go through Linda-Rene Music (BMI).

Steppenwolf, riding high with "Born To Be Wild" and their hit "Steppenwolf" album, have just signed for agency representation with the William Morris Agency. The group is currently headed to Hawaii for a three-day engagement at the Honolulu International Center and have just released their second Dunhill album called "Steppenwolf The Second".

Three Dog Night and The Standells are currently being booked by APA. Quarry is represented by the Meyer Mishkin Agency.

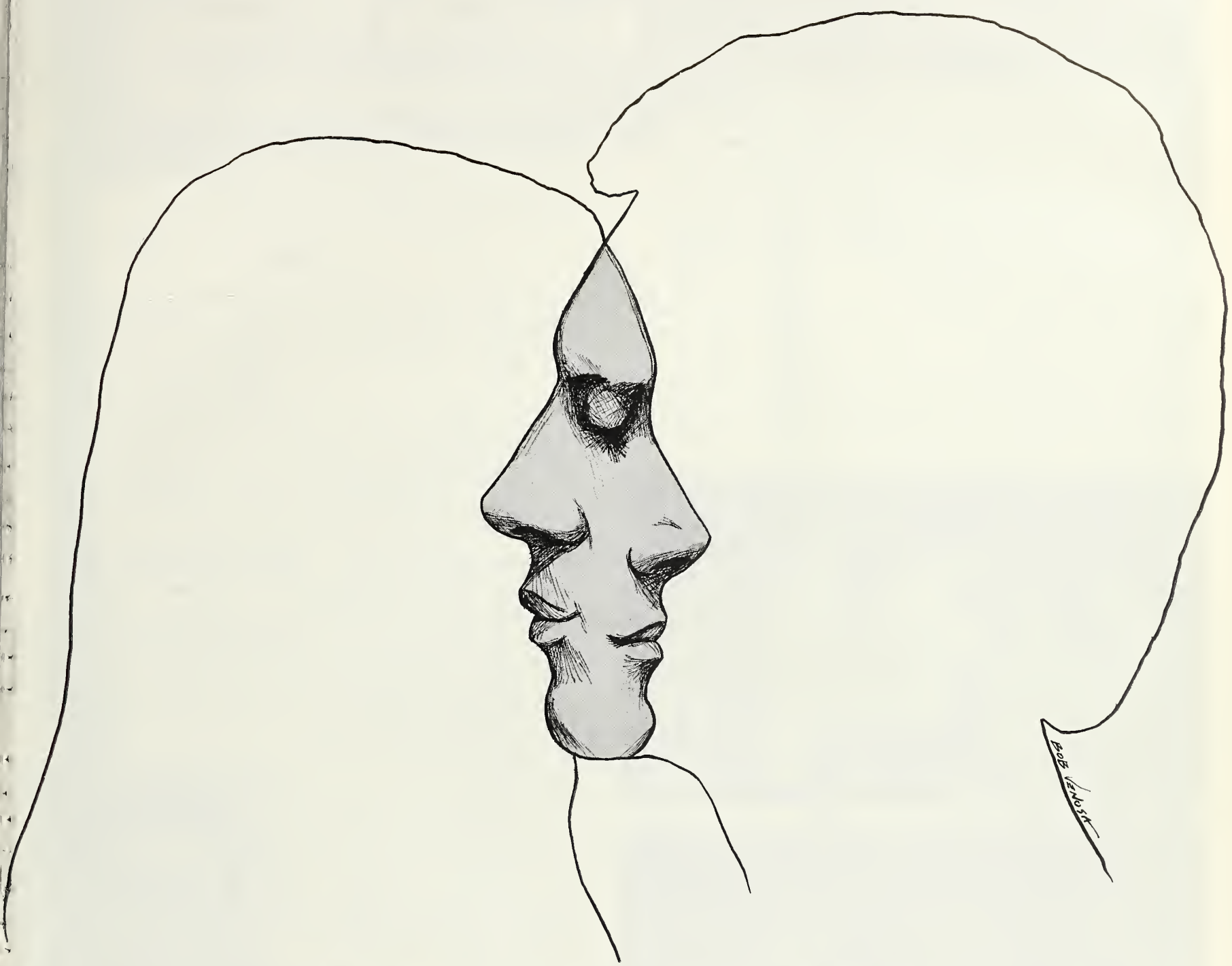
Foster is continuing his duties as 7-12 p.m. disk jockey for Los Angeles rocker KRLA. Foster recently relinquished his duties as program director to have more time to spend on management.

White Whale Enters R&B Field With Jerryo Single

LOS ANGELES—White Whale Records has made its initial entry into the R&B field with the acquisition of a master from Boo-Ga-Loo Records by Jerryo entitled "(Funky) Four Corners." Jerryo has previously been on the charts with "Karate Boo-Ga-Loo." White Whale owners Ted Feigin and Lee Lasseff hope to build up the R&B area to be as strong as their pop area has been. With "Four Corners" reportedly breaking in Detroit, Chicago, St. Louis, Cleveland and Baltimore-Washington, D.C., they may have their wishes fulfilled.

CashBox Top 50 In R&B Locations

1	THE HOUSE THAT JACK BUILT Aretha Franklin (Atlantic 2546)	2	
2	YOU'RE ALL I NEED TO GET BY Marvin Gaye & Tammi Terrell (Tamla 54169)	1	
3	SLIP AWAY Clarence Carter (Atlantic 2508)	4	
4	GIRL WATCHER O'Kaysians (ABC 11094)	7	
5	PLEASE RETURN YOUR LOVE TO ME Temptations (Gardy 7074)	5	
6	LOVE MAKES A WOMAN Barbara Acklin (Brunswick 55379)	3	
7	I CAN'T STOP DANCING Archie Bell & The Drells (Atlantic 2534)	6	
8	THE SNAKE Al Wilsan (Saul City 767)	9	
9	I SAY A LITTLE PRAYER Aretha Franklin (Atlantic 2546)	12	
10	SAY IT LOUD I'M BLACK AND I'M PROUD James Brown (King 6187)	19	
11	LITTLE GREEN APPLES O. C. Smith (Columbia 44616)	15	
12	STAY IN MY CORNER Dells (Cadet 5612)	8	
13	SOUL LIMBO Booker T & M. G.'s (Stax 0001)	10	
14	WHO IS GONNA LOVE ME Dianne Warwick (Scepter 12226)	18	
15	I LOVED & LOST Impressians (ABC 11103)	11	
16	LIGHT MY FIRE Jase Feliciano (RCA 9550)	17	
17	SPECIAL OCCASION Smokey Rabinsan & The Miracles (Tamla 54172)	20	
18	FLY ME TO THE MOON Babby Wamack (Minit 32048)	21	
19	PRIVATE NUMBER Judy Clay & William Bell (Stax 0005)	24	
20	HEY, WESTERN UNION MAN Jerry Butler (Mercury 72850)	26	
21	GIRL'S CAN'T DO WHAT THE GUY'S DO Betty Wright (Alstan 4569)	14	
22	PEOPLE GOT TO BE FREE Rascals (Atlantic 2537)	13	
23	HIP CITY Part II Jr. Walker & The All Stars (Soul 35048)	27	
24	I CAN'T DANCE TO THE MUSIC YOU'RE PLAYIN Martra Reeves & The Vandellas (Gardy 7075)	25	
25	LISTEN HERE Eddie Harris (Atlantic 2487)	28	
26	MESSAGE FROM MARIA Jae Siman (Saund Stage 7-2617)	29	
27	BROWN EYED WOMAN Bill Medley (MGM 13959)	32	
28	I'VE NEVER FOUND A GIRL (TO LOVE ME LIKE YOU DO) Eddie Flayd (Stax 0002)	16	
29	FOOL FOR YOU Impressians (Curtom 1932)	36	
30	FUNKY JUDGE Bull & Matadares (Taddlin' Tawn 108)	33	
31	I WISH IT WOULD RAIN Gladys Knight & The Pips (Saul 35047)	34	
32	DON'T CHANGE YOUR LOVE The Five Stairsteps & Cubie (Curtam 1931)	35	
33	DESTINATION: ANYWHERE Marvelettes (Tamla 54171)	38	
34	OH LORD, WHY LORD Las Pap Taps (Calla 154)	41	
35	I AIN'T GOT TO LOVE NOBODY ELSE Masqueraders (Bell 733)	37	
36	BREAK YOUR PROMISE Delfanics (Philly Graave 152)	40	
37	THE MULE The James Bays (Phil-La-Of-Saul 316)	39	
38	COURT OF LOVE Unifics (Kapp 9235)	43	
39	I FOUND A TRUE LOVE Wilsan Pickett (Atlantic 2558)	--	
40	CHAINED Marvin Gaye (Tamla 285)	42	
41	SWEET YOUNG THING LIKE YOU Ray Charles (ABC 11133)	--	
42	SLIPPING AWAY Barbara Masan (Artic 142)	45	
43	46 DRUMS—1 GUITAR Little Carl Carltan (Back Beat 598)	--	
44	PUFFIN ON DOWN THE TRACK Hugh Masekela (UNI 55085)	--	
45	HE'S MY MAN Patti La Bell & Bluebells (Atlantic 2548)	47	
46	THE B.B. JONES B. B. King (Bluesway 61019)	--	
47	THE CHOICE GOING GOING GONE O'Jays (Bell 737)	50	
48	HOLD ME TIGHT Johnny Nash (Jad 207)	--	
49	YOU PUT IT ON ME B. B. King (Bluesway 61019)	--	
50	DO WHAT YOU GOTTA DO Nina Simane (RCA Victar 9602)	--	



The Spaulding Wood Affair
"Something About You"

K-942

KAPP RECORDS

a division of Universal City Records, Inc.

Herbie: A Mann Of Many New Directions In Show Business

NEW YORK—Herbie Mann, citing a personal and financial preference for a concert-a-week policy and spending the rest of the business week on business projects, has formed Five Faces of Music Productions at 210 Central Park West, this city.

Specializing in disk production, management and publishing (Herbie Mann, ASCAP; Rupadia, BMI), the company will be run by Mann and John Gibbs, former manager of the Bitter End and Theodore Bikel's road manager.

On the management end, the duo will seek to uncover new talent of all types, including jazz, rock, comedy, etc. His first pactees are Steve Marcus, Roy Ayers and the Soul Flutes. To bring these and other names to the attention of agents and college bookers, Mann will headline "The Music World of Herbie Mann" at the Village Gate in New York for two weeks beginning Sept. 17. Performing will be the Steve Marcus Quintet with Larry Coryell, Roy Ayers, David Newman, Jack DeJohnette, Sonny Sharrock, Charles Tolliver and the Soul Flutes.

Mann feels that a prime function of clubs is to showcase new talent, although he contends that "agents and club owners won't give new, young musicians a chance." He says his identification with newcomers is designed to overcome this barrier.

As to today's rock scene, Mann believes that the jazz-rock picture recalls the Be-Bop era of 20 years ago, when musicians left dance bands to explore new sounds.

Mann, an Atlantic pactee for the past nine years, will continue to record for the label.

In conjunction with the Mann package presentation, Atlantic is offering three albums, Mann's "The Inspiration I Feel," Roy Ayers, "Stoned Soul Picnic," both on Atlantic; and "Count's Rock Band," with Steve Marcus. Latter is on the Atlantic affiliate, Vortex. Mann produced the Steve Marcus and Roy Ayers albums.

Empire State Named N.Y. Dist. For Tower

NEW YORK — Empire State Distributors, the year-old Bernie Block firm, has been named as N.Y. distributor for Tower Records, the independently run Capitol subsid. In recent months, Tower has become a strong album line through its soundtrack packages from the money-making American International pictures, and has also seen recent singles action.

ARCHIE'S SQUARE GARDEN should have been the name of New York's Madison Square sports and entertainment facility last Sun. (8) as RCA hosted a mammoth party for press, deejays, dealers and their families, to kick off the label's "Archie" promotion. The first Archie single, "Bang-Shang-A-Lang," is already chart-climbing, and the first LP has just been released. Both are on Calendar Records, manufactured and distributed by RCA, and run by Don Kirshner. The Garden's Center Cinema was used for the first time to show the debut of the Archie animated TV cartoon series which hit the air on CBS Sat. (14). The entire party was then taken to the Garden's Bowling Center, where "Everything's Archie!" buttons, balloons, aprons, beanie hats, banners and banks, as well as copies of "The Archies" album were given out.

Pictured above are: TOP—One of the artists from Archie comic books, at the bowling center, drawing a picture of Archie for some lucky kid to take home. BOTTOM—Excitement runs rampant as some of the many prizes are claimed by the kids.

Talent On Stage

JERRY VALE

COPACABANA, N.Y. — Mining rich vein of more recent Top 100 hits, Jerry Vale—in the full bloom of a fine, lyric voice—has launched the new fall season at the Copa. There are many top-of-the-line crooning moments from the Columbia Records' songster, but the one stanza that holds the crowd in awe is a version of "Somewhere My Love" (the theme from "Dr. Zhivago") in which Vale sings only to the accompaniment of a piano. It's not an easy format to get away with, but Vale rises to the occasion, making it a shining example of how material and performance can put pop music on a high level of artistic achievement.

With full orchestra (augmented by strings), Vale also comes through with excellent readings of "By the Time I Get to Phoenix," "Impossible Dream," "My Cup Runneth Over," "Man Without Love" and Bacharach-David medley, "The Guy's in Love with You" (the title of his new LP), "Look of Love" and "San Jose." A somewhat daring selection is "MacArthur Park." It's got strong melodic sequences alright, but the lyric remains cryptic.

Don't knock yourself out looking for more than two or three singers who hold on to traditional values in pop singing so well.

STREET

WHEELS, N. Y.—In spite of the fact that the group's members have only been together for about three months, Street is one of the tightest rock acts we've seen around in a long while. The group's timing is excellent, and all their material is finely rehearsed and polished.

Street is comprised of three guitarists, two drummers and lead vocalist Anya. The guitarists are all expert musicians. The drummers are excellent, and the fact that there are two of them adds to the rhythmic power of the group (one drummer plays a standard set of drums; the other, who plays standing up, has two snares and a bass drum—he also has a set of congas, but didn't play them the night we saw the group). Anya has a versatile voice, and she can belt out a blues number or warble a ballad with equal skill.

Currently playing a three-week engagement at Wheels Discotheque on Manhattan's east side, Street has an album (called just "Street") scheduled for immediate release on Verve-Forecast. With the proper promotion, the group could really go somewhere. They have lots of talent, and exposure could turn them into a hit act.

Sebastian On His Own

HOLLYWOOD — John Sebastian has left the Lovin' Spoonful to concentrate on performing solo and writing songs for various media.

Sebastian has signed with MGM Records and is currently recording his first solo album for the label, which is being produced by Paul Rothchild for Koppelman-Rubin. MGM will soon release another Lovin' Spoonful album, but Sebastian neither wrote nor performed any material on it. Kama Sutra, the Lovin' Spoonful label, is released by MGM.

Sebastian is writing six tunes for the new Broadway show, "Jimmy Shine," described as "a play with music." Dustin Hoffman will star but will not sing any of the songs according to current plans.

Since there will not be an original cast LP of "Jimmy Shine," Sebastian is recording songs from the show on his MGM LP. Instead of working with one backing group for each track, the Spoonfuls founder is fitting talents of particular musicians to each of the tunes. So far, he has recorded with Steve Stills (formerly with Buffalo Springfield), Harvey Brooks (formerly with the Electric Flag, the Ikettes who back up Ike and Tine Turner and pianist Paul Harris who has worked with Judy Collins for some time. It is expected that MGM will release the album in Nov.

College Circuit

As soon as the album is complete, Sebastian will begin performing on the college circuit. In the beginning, he plans to perform only with guitar but may add accompanists in later stages of his solo performing career. He was set to make his solo debut at the classical Tanglewood Music Festival, but writing commitments forced him to bypass the honor of being the first pop singer to perform there.

Meanwhile, the writer of "Day Dream," "Summer In The City," "Do You Believe In Magic?" and other Spoonful hits, continues to write material for other artists. His most recent composition, "The Room Nobody Lives In" may be Mama Cass's next Dunhill single.

Sebastian is managed by Bob Cavallo and represented by GAC.

Decca Appoints Weiss Dir. Of Spec'l Markets

NEW YORK—In a move to further expand its premium merchandising division, Decca Records has named Martin I. Weiss to the newly created post of director of special markets. The announcement came from Marty Salkin, Decca's vice president of special markets. Weiss assumes his new position immediately and will be based

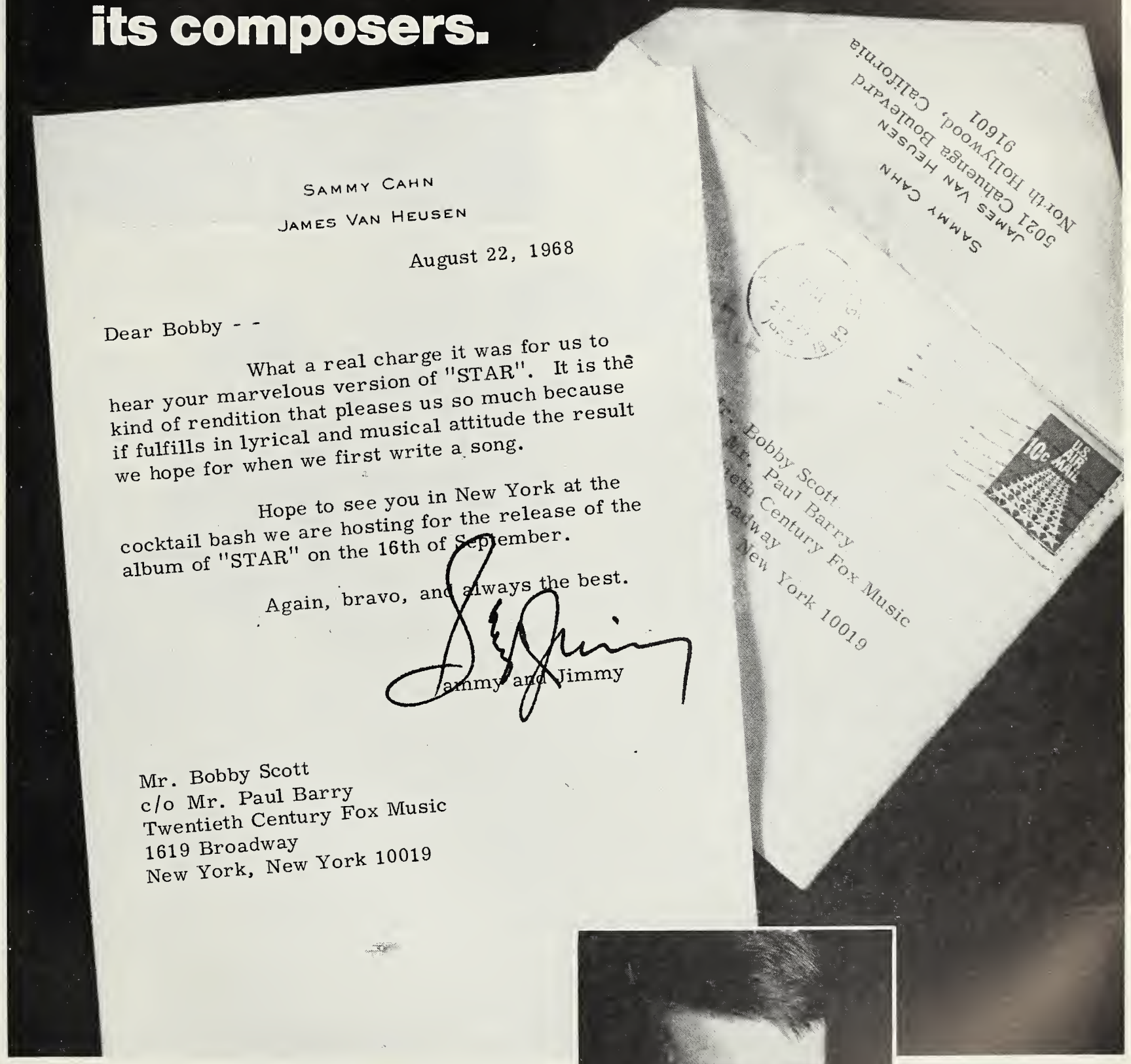
Marty Weiss

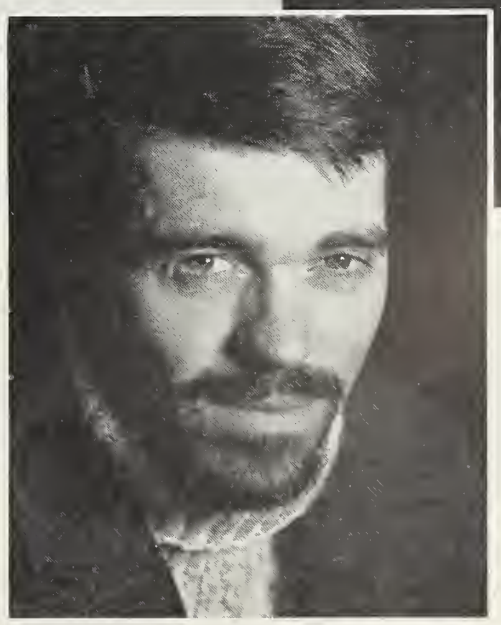
at Decca's executive offices in New York, reporting directly to Salkin. Weiss' prime functions will be the development and expansion of the diskery's merchandising of Decca, Coral, and Brunswick product in the premium, incentive, gift, and awards areas.

For the past eight years Weiss has served as director of operations for Columbia's Special Products Division and is credited with administering the profitable development of that company's premium divisions. Prior to this, he was advertising and sales promotion manager for Everest Records, following a previous three year stint with Columbia's advertising and sales promo departments.

Assisting Weiss in this new department will be Don Hobens, who has been appointed manager of operations of Decca special markets. Hobens is in the premium merchandising area.

Bobby Scott turns on *Star!* and its composers.





Columbia Records presents
Bobby's new single
Star!
4-44640
The title song from
20th Century-Fox's
Robert Wise film–"Star!"
We think that says it all!

Bobby Scott/On Columbia Records®

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Capitol Theatre Closes With Catholic U. Benefit

NEW YORK—After 49 years of motion picture and vaudeville entertainment, the Capitol Theatre will close on September 16 with a galt benefit for Catholic University of America. Proceeds from the affair will go toward the new $3 million Center for Communications Arts going up on the school's Washington, D.C., campus.

Ed McMahon, Johnny Carson's sidekick on NBC-TV's Tonight Show, and chairman of the alumni association of Catholic U., will emcee the show, introducing such luminaries as Bob Hope (chairman of the entertainment committee), Jerry Lewis (once an usher at the Capitol), Johnny Carson, Jan Peerce, Alan King, Billy Eckstine, Leon Bibb, Doc Severinson and his Orchestra, and a host of other celebrities.

On hand for the Capitol's grand finale will be many big names—Jack Benny, George Jessel, Jimmy Durante, Ted Lewis, Joan Crawford, Gypsy Rose Lee, and the Ritz Brothers—recalling memories of vaudeville's heyday on the Capitol stage.

Mae West, who played the theatre the night it first opened, way back in 1919, has been invited by Johnny Carson to join him in driving the Clydesdale horses of the Anheuser-Busch Co. down Broadway to the benefit.

In addition to the nostalgia of vaudeville and images of Jerry Lewis as an usher during the theatre's golden era as a motion picture cathedral, the Capitol also boasts hosting the first series of live radio broadcasts to emanate from a threatre—during the early 1920's—over WEAF. Ballerina Maria Gambarelli, baritone Douglas Stanbury, singer-comic Wee Willie Robyn and conductor David Mendoza, all of whom participated in those first broadcasts, will attend as special guests of honor.

Also attending will be over 100 active alumni of Catholic U., including San Francisco Mayor Joseph P. Alioto, drama critic Walter Kerr and his playwright wife, Jean, director Alan Schneider, director-actor Bob Moore, playwright Mart Crowley, actor John McGiver, producer Conrad Mathei, TV producer Helen Jean Rogers, actress Rosemary Murphy, and Ben Kubasik, executive director, National Citizens Committee for Public Television.

Following the show, many of the guests will stroll down three blocks—carpeted in red by Bigelow—to a champagne supper at the Hotel Americana, where Joel Grey and members of the cast of "George M!" will sing a final farewell to the Capitol.

Phillips, Adler Into Film

LOS ANGELES—Papa John Phillips and producer Lou Adler have entered into an agreement with Phil Feldman Productions to co-partner a new flick, "Brewster McLeod's (Sexy) Flying Machine" Feldman, producer of "You're A Big Boy, Now" and "The Wild Bunch," will be executive producer, with Phillips and Adler coproducing. "Brewster McLeod" was written and will be directed by Bill Cannon.

TSP Writer-Artist Seminars

NEW YORK—Songwriter Lou Stallman's Think Stallman Productions has initiated once-a-month writer-artist seminars, designed to help foresee future directions in the recording industry. Recently, the TSP group was host to British composer-artist Roger Olkin. The firm has also inaugurated a seven-day-a-week open door policy to all new writer-artists.

TSP produces the Love Sandwich, a new contemporary mind-rock group, and is currently in negotiations for a label commitment. In addition, the firm also produces writers Danny Infantino, Richie Ivans, Eddie Risener, Bob Shapiro, Larry Miller and Maria Kite.

Victor Young Dies

NEW YORK—Victor Young, once Thomas Edison's personal musical director at the Edison Phonograph Laboratory, died last week (2) at the Cedar Manor Nursing Home in Ossining, N.Y. Young, 78, was an ASCAP member for 34 years and wrote such works as "In The Great Smokies," "Charm Assembly Line Ballet" and "Don't Talk To Me Of Spring." He is survived by his wife, Helen.

Sugar Shoppe To Greengrass

NEW YORK—A new Canadian group, the Sugar Shoppe, has been signed to an exclusive management contract by Ken Greengrass of Greengrass Enterprises. The four youngsters from Toronto—Peter Mann, Vic Garber, Laurie Hood, and Lee-Diane Harris—already have a single in release, "Skip-A-Long Sam," as well as an album on Capitol. Greengrass plans extensive activity for the group on TV, in night clubs and films, and other media.

The Sugar Shoppe's new manager hosts a showcase party for the trade this week (9) in the evening at the Bitter End, with the foursome entertaining for booking V.I.P.'s, top deejays, and press.

MEN OF THE YEAR award winners Herb Alpert and Jerry Moss are shown receiving the trophies from the Conference of Personal Managers, West at the Annual Awards Dinner held recently in the Beverly Hills Hotel. Presenting the awards are president Sherwin Bash (left) and outgoing president Bill Loeb (right). At the conference dinner, an additional pair of awards were given to Dan Rowan and Dick Martin of the "Laugh-In" as "Entertainers of the Year." The CPM, W is composed of the leading personal managers in show business who introduced a new slate of officers at the banquet. Along with Sherwin Bash as new president, executives named were 1st vp Kal Ross, 2nd vp Bill Weems, secretary Ken Raphael and treasurer Mimi Weber.

CONGRESS IN SESSION—The 6th International Music Congress opened in New York last week (9) with a luncheon at the Hotel Plaza. 450 delegates from 50 countries attended the meets, which took place in New York (9-11) and Washington, D.C. (12-14). The convention, sponsored by the International Music Council, the National Music Council of the U.S. and the United States National Commission for UNESCO, is running concurrently with the 8th Congress of the International Association of Music Libraries and the Music Critics Association.

Shown at the Plaza luncheon are Martin Bookspan, coordinator of concert and symphonic music (ASCAP); Dr. Luther Evans, chairman of the International Music Council; composer Aaron Copland; Dr. Narayana Menon of India, president of IMC; Mrs. Maurice Honigman, president, National Federation of Music Clubs; composer Carlos Chaves; Stanley Adams, ASCAP president; Dr. Rudolf Nissim, head of ASCAP's Foreign and Serious Music department; and Herman Finkelstein, general counsel of ASCAP.

Membership Contest Begins At Music & Perf. Arts Lodge

LAURELTON, N.Y.—A membership drive campaign-contest was launched by the Music and Performing Arts Lodge of B'nai B'rith at the Lodge's last meeting on September 9, held at the Lambs Club. The announcement was made by co-membership chairmen Cal Roberts and Herb Linsky.

The "Bring a Pair Contest" will feature a first prize of an AM-FM stereo radio-phonograph combination. Second place winner will receive a personalized portable TV, while third prize is two days for two at the Concord Hotel Kiamesha Lake, New York.

Prizes will be awarded to those current members who bring in the most new members by October 13, at which time winners will be announced at a special lodge brunch. The brunch will be held at Rosoff's Restaurant, 147 W. 43rd Street, in honor of B'nai B'rith's 125th anniversary.

Currently boasting more than 300 industry representatives, the lodge hopes to add 125 new members this year.

Iron Butterfly To Cut Third Album For Atco

NEW YORK—With their "In-a-gadda-da-vida" LP just entering the top ten sellers, Atco's Iron Butterfly has begun arrangements for sessions next month on a third album.

The team's lead singer, Doug Ingle, has stated that Iron Butterfly will keep with the policy of recording only original material, since both earlier sets attained sales in excess of 100,000 copies.

Boots Randolph's Mother Dies At 71

NASHVILLE — Mrs. Bessie Mae Skaags Randolph, saxophonist Boots Randolph's mother, died on August 25, after a brief illness, at the age of 71. Funeral services were held on August 27 in Cadiz, Kentucky.

Record Ramblings

(Continued from page 38)

Merric's **Charlie Morrison** off and running with Philip's first Fall hit, "Mary And Me," by Austin Roberts . . .Aesop's Fables picking up increased play on their "I'm Going To Make You Love Me" deck on Cadet Concept . . . Dominic Sicilia set to produce a free show in Central Park for WNEW-FM, Tues. Sept. 24 from 4:00-7:00 p.m. Called the "New Groove," it will feature Wind In The Willows, Elizabeth, Kangaroo and other acts to be named. Good reaction will see a whole series of concerts next season to intro new groups . . . Ashley Famous has signed the **Doors** . . . **Johnny Tillotson,** who's MGM contract expires Sept. 30, is currently on a tour of U.S. Army bases in Germany.

"The Music World of **Herbie Mann,**" featuring Mann, the Soul Flutes, the Roy Ayers Sextet and the Steve Marcus Quintet, will have its premiere at Art D'Lugoff's Village Gate for two weeks beginning Tues. (17). Comedian **David Steinberg** is also on the bill . . . Vanguard has signed two new vocalists, Jeff Monn and 'Shep,' and a new group called the Free Band . . . **Shirley Bassey** reopened the Empire Room at the Waldorf on Fri. (13). The **Four Seasons** set for a Thanksgiving week stint at the club . . . **Country Joe & the Fish** set to guest on the fall premier of the new Les Crane show, Sept. 15 . . . Columbia has rushed out **Bobby Scott's** version of "Star," produced by **Jimmy (Wiz) Wisner** . . . **Fifth Dimension** currently in London taping a Tom Jones special and laying plays for a 1969 European tour . . . **Hugo Montenegro** will be scoring the "Outcasts" and "I Dream Of Jeannie" TV'ers this fall, thru a deal set by Gerald Purcell Associates . . . **Van Morrison's** new group, the Van Morrison Conspiracy, currently working gigs in the Boston area . . . The **Rascals** at work on a new album for Atlantic after a West Coast tour . . . **Professor Morrison's Lollipop** kicks off a two-week promo trip on behalf of their "You Got The Love" charter on White Whale . . . **Harpers Bizare** set for "The Wonderful World Of Fashion" TV'er in March . . . Greengrass Enterprises has signed to manage the **Sugar Shoppe,** a new Canadian group on Capitol.

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Last week's CASH BOX pick.
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JOSE FELICIANO
SERGIO MENDES & BRASIL '66

THE GREEK THEATRE, LOS ANGELES—Jose Feliciano is fantastic. His voice, sometimes profound and brooding, other times hitting the highest tenor notes, is a hallucinogenic and delirious journey. He never stops dazzling. His talents are like the facets of a perfect diamond—exquisite and astonishingly brilliant. He is Feliciano the comedian; next Feliciano the impressionist; then Feliciano the expert in quitar sound effects. And finally he is Feliciano the master guitarist and singer.

On his opening number, "California Dreamin'" he established the fact that he not only has an unusual voice, but also that he is an incredibly good guitarist. Next he sang "By the Time I Get to Phoenix" with a sensitive awareness. Suddenly, Feliciano the pop-singer changed to Feliciano the flamenco guitarist as he played "Malagueña." His agile fingers danced up and down the graceful neck of his guitar and seemed to feel every note, every chord. Often he hammered notes, playing the song with only his left fingers hitting the fret board of the guitar. It was beautiful, and the audience applauded for minutes. Next Feliciano displayed "Spanish soul" as he performed "Sunny." He often changes words or translates English into Spanish, or sometimes he even improvises an original ending, but he does everything with feeling. He followed "Sunny" with "Don't Let the Sun Catch You Crying," and his hit single "Light My Fire," which he performed with volcanic passion. Next, was the rampant "Zorba the Greek," which he did with a little foot stomping help from the audience.

The final song included the sounds of bagpipes, snare drums, galloping horses, marching men, all performed by Feliciano himself, and woven around a lyrical Spanish song. And then it was over. A standing ovation as he left the stage with the aid of his seeing eye dog. Feliciano could not see us out there applauding, but he could hear us, and he knew that we had accepted him with singular admiration.

Following Feliciano were "the stars of the show" Sergio Mendes and Brasil '66, which included besides Mendes, three Brazilians: Sabastiao Neto (bass guitar), Dom um Ramao (drums), Rubens Bassini (percussion), and two beautiful young women, Karen Philipp and Lani Hall.

Mendes, obviously overshadowed by the great Feliciano, did his best for the audience. "The Look of Love," their current hit "The Fool on the Hill," "With a Little Help From My Friends," "Constant Rain (Chove Chuva)," and "Going Out of My Head" were the highlights of their performance. Mendes has a unique sound, a blend of South and North American music mixed well to provide the listener with just enough of the bossa nova jazz sprinkled with elements of rock, Neo-Beatle and "lonely Bacharach." The lyrical voices of Miss Hall and Miss Philipp add the feminine touch that so obviously pleases the male audience.

Still, the brilliantly colored lights, the excellent music of The Greek Theatre Orchestra conducted by Dave Grusin, the lovely rose trees, the color films of Brazil in the background, and the two lovely singers dressed in cut velvet mini dresses could not surpass the simple, but beautiful and indelible memory that Jose Feliciano had left behind.

CHILDREN OF GOD

ELECTRIC CIRCUS, N. Y. — The Children Of God, formed a few months ago, has spent their time well, preparing for the big time, and the group's opening at the Electric Circus marks them as more than ready. The group has taken the acid/blues style of the Chambers Brothers one step further (although they have not yet reached that group's high level of perfection) and engage in heavy displays of psychedelic instrumental pyrotecnics. Only occasionally does their music settle down long enough for the dancing to start, and most of the audience was too caught up in the happenings to even think about dancing. Highlight of the set, for the audience, was the super-long drum solo by Chris Sigwald, which bridged two tunes, "Love Has Found You" and "This Is Our Time." The entire set, which lasted over an hour, only presented four tunes, the others being "Children Of God," a request carried over from their first set, and "How Do You Learn The Blues." The group, was in fact a group, and no member got involved in the usually-boring long solos (with the exception of the drum stint, which was, as we said, exciting). A & M Records has just signed the Children Of God, with sessions set for this week. Keep your eye on them, they're on their way.

Hopkins Joins Jeff Beck

NEW YORK—Nicky Hopkins, rated as one of Britain's top pianists thru his work on all the Rolling Stones LPs and the current "Revolution" single from the Beatles, has joined the Jeff Beck Group. Beck, the former Yardbird, has become an important figure on the American rock scene as a result of his recent tour. The group's debut LP on Epic, "Truth," is currently holding down the No. 39 slot on the charts.

The Group with Beck on guitar, Ron Wood on bass, drummer Mick Waller, vocalist Rod Stewart, and Hopkins, return to the United States the second week in October to play dates at The Electric Theatre in Chicago (October 11); Alma College, Alma, Mich. (12); the Fillmore East (18-19); The Boston Tea Party (22-23-24); The Electric Factory, Phila. (25-26); Grande Ballroom, Detroit (November 1-2-3); Houston Music Hall (8); Southern Methodist University, Dallas (9); Independence Auditorium, Baton Rouge, La. (10).

On The Town

Peter Yarrow (center) escorts his co-producer Michael Butler (right), actor Barry McGuire (left) and actresses Michele Overman and Barbara Lewis on part of an "around the town" jaunt prior to a preview of the film "You Are What You Eat." The group and Columbia Records hosted dealers and deejays and provided preview pressings of the original soundtrack recording.

NEW YORK ROCK & ROLL ENSEMBLE

BITTER END, N. Y.—The New York Rock & Roll Ensemble has gained a nice following in New York via their numerous appearances (a great many of them at Wheels Discotheque where they became almost a resident act.) The group offers tasteful, engaging rock and an occasional straight classical number (some of the members of the group are Julliard students).

The Ensemble's members (Michael Kamen, Brian Corrigan, Clifton Nivison, Martin Nivison and Dorian Rudnytsky) all write, and most of their material is quite contagious. They are good musicians and play rock and Bach with equal skill.

The Ensemble recently finished a stint at the Bitter End in Greenwich Village, and the night we saw them (Monday, September 9) they were very well received. They know how to play to an audience, and they worked up quite a bit of listener enthusiasm.

The group has an album, titled simply "The New York Rock & Roll Ensemble," in release on the Atco label.

RUSTY WARREN

LATIN QUARTER, N. Y.—Jubilee's top selling comedy artist Rusty Warren made her New York debut at the Latin Quarter last week (11) and one has to wonder why it took her so long to get here.

In her ten year career, Rusty has played almost every major club in the country, and she was fully at ease in the large confines of the Quarter. Her humor is all built around one topic, sex, and she handles it in a direct and explicit manner, not falling back on the old, stale double entendre routines. Yet somehow she manages to avoid crossing the line into the state of bad taste which can be found in those legendary small dark bars on the other side of the tracks. Miss Warren, while not yet a threat to Barbra Streisand, is an apt songstress, and delivers her own tunes, still on the same subject, in a humorous, professional manner. Her material was fresh, despite the familiarity of many of the patrons with her Jubilee disks, and her engagement should be only the first of many New York appearances to come. Credit should also go to the house band, and the comedienne's personal drummer, who were never caught behind during the fast-paced act.

Also on the bill was singer Viv Ventura, who turned in a good set of well-known tunes, including "Al Di La," "Impossible Dream," "Can't Take My Eyes Off You" and "Golden Rainbow." And the Latin Quarter floor show was as good as always.

Greenberg Is UA/Liberty Artist Relations Director

George Greenberg & Mike Lipton

NEW YORK—George Greenberg has been assigned to the post of east coast artist relations director for United Artists/Liberty and affiliated labels.

Greenberg will headquarter at 729 Seventh Avenue in New York and work in conjunction with Richard Oliver, based in California. The two will maintain close liaison with all acts pacted to the variety of labels within the corporation.

Entering the record industry in 1958, Greenberg remained with Decca until 1960 when he joined Columbia Record's New York branch handling sales assignments until the present. A native New Yorker, he lives in Baldwin, Long Island, with his wife and three children.

Immediate projects include overseeing the current engagement at the Waldorf-Astoria of Shirley Bassey and the forthcoming arrival from England of Traffic for an American tour.

Fredana Management To Larger Quarters

NEW YORK—The five-year-old Fredana Management combine has moved its base of operations to larger quarters in Manhattan, according to an announcement by Fred Weintraub, president of the company. Fredana has taken a ten-year lease on 3,000 square feet of office space at 40 West 55th Street. This is the second expansion move for the firm this year.

Fredana Management handles Neil Diamond, UNI recording artist; UA's Serendipity Singers; Jerry Jeff Walker, who records for Atco; Jake Holmes, Tower recording artist; and the Pickle Brothers. The new complex at 40 West 55th Street will house Fredana's three-year-old Campus Coffee House Circuit, which has set 120 outlets for the 68-69 season; Fredana TV Ltd., which has just completed a color special "Christmas at F.A.O. Schwarz," with the Serendipity Singers; Maximillian Productions, who produce Jake Holmes for Tower; and Fredana's publishing subsidiaries: Fredana Publishing, Hawkness, and Serendipity Publishing.

PRODUCTION DEAL inked recently by Starday Records and John Wagner Productions calls for independent work to be handled by the Wagner studios for Starday's Look and Hollywood labels (see story in Sept. 7 issue). Shown above finalizing the agreement are Wagner (left) and Starday vp Jim Wilson, who negotiated the deal for the Nashvillebased label.

Flatt and Scruggs are doin' their thing, with a Dylan thing!

How does it feel?

"Like a Rolling Stone." 4-44623

How does it sound?
Like a hit! Like Lester Flatt and Earl Scruggs generating new excitement with a Dylan piece, done in their own bag.

Also standing tall is Flatt and Scruggs' album **"The Story of Bonnie and Clyde."** It features the Scruggs-written theme "Foggy Mountain Breakdown." Tighten up on it . . . and their new single "Like a Rolling Stone."

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Capitol RECORDS ST 2928

CashBox TOP 100 Albums

SEPTEMBER 21, 1968

1	WAITING FOR THE SUN Doors (Elektra EKS 74024)	1	
2	FELICIANO Jose Feliciano (RCA Victor LPM/LSP 3957)	2	
3	THE RASCAL'S GREATEST HITS TIME PEACE (Atlantic SD 8190)	3	
4	WHEELS OF FIRE Cream (Atco SD 2-700)	5	
5	STEPPENWOLF (Dunhill DS 50029)	4	
6	CHEAP THRILLS Big Brother & Holding Company (Columbia KCS 9700)	11	
7	BOOKENDS Simon & Garfunkel (Columbia KC 9529)	6	
8	IN-A-GADDA-DA-VIDA Iron Butterfly (Atco 250)	9	
9	ARETHA NOW Aretha Franklin (Atlantic SD 8186)	7	
10	REALIZATION Johnny Rivers (Imperial LP 12372)	8	
11	THE MASON WILLIAMS PHONOGRAPH RECORD Mason Williams (Warner Bros. 1729)	10	
12	LOOK AROUND Sergio Mendes & Brasil '66 (A&M-SP 4137)	14	
13	IDEA Bee Gees (Atco SD 253)	13	
14	DISRAELI GEARS Cream (Atco 232/SD 232)	15	
15	THE GRADUATE Original Soundtrack (Columbia OS 3180)	12	
16	ARE YOU EXPERIENCED Jimi Hendrix Experience (Reprise R/RS 6261)	17	
17	THE BEAT OF THE BRASS Herb Alpert & Tijuana Brass (A&M-SP 4146)	16	
18	CROWN OF CREATION Jefferson Airplane (RCA Victor LSP 4058)	22	
19	RENAISSANCE Vanilla Fudge (Atco 244)	19	
20	JOHNNY CASH AT FOLSOM PRISON (Columbia CS 9639)	21	
21	VANILLA FUDGE (Atco 224/SD 224)	28	
22	DONOVAN IN CONCERT (Epic BN 26386)	20	
23	WILD IN THE STREETS Original Soundtrack (Tower 5099)	24	
24	STONED SOUL PICNIC 5th Dimension (Soul City SCS 92002)	25	
25	THE DOORS Elektra EK 4007 EKS 7407)	23	
26	LAST TIME AROUND Buffalo Springfield (Atco SD 256)	18	
27	I WISH IT WOULD RAIN Temptations (Gordy GS 927)	27	
28	THE PROMISE OF A FUTURE Hugh Masekela (UNI 73028)	29	
29	PAPAS & MAMAS (Dunhill DS 50031)	26	
30	GENTLE ON MY MIND Glen Campbell (Capitol ST 2809)	69	
31	A MAN WITHOUT LOVE Engelbert Humperdinck (Parrot PAS 71022)	33	
32	PARSLEY, SAGE, ROSEMARY & THYME Simon & Garfunkel (Columbia CL 2563/CS 9363)	32	
33	HONEY Bobby Goldsboro (United Artists UAS 6642)	31	
34	BY THE TIME I GET TO PHOENIX Glen Campbell (Capitol T/ST 2851)	38	
35	TRUTH Jeff Beck (Epic BN 26413)	39	
36	LADY SOUL Aretha Franklin (Atlantic 8176/SD 8176)	30	
37	A TRAMP SHINING Richard Harris (Dunhill DS 50032)	34	
38	HONEY Andy Williams (Columbia CS 9662)	43	
39	DAYS OF FUTURE PASSED Moody Blues (Deram DE 16012/DES 18012)	42	
40	THE TIME HAS COME Chambers Bros. (Columbia CL 2722/CS 9522)	51	
41	2001 A SPACE ODYSSEY Original Soundtrack (MGM S 1E-13)	48	
42	FEVER ZONE Tom Jones (Parrot PAS 71019)	44	
43	SOUNDS OF SILENCE Simon & Garfunkel (Columbia CL 2469/CS 9269)	50	
44	YOUNG GIRL Gary Puckett & The Union Gap (Columbia CS 9664)	35	
45	A NEW PLACE IN THE SUN Glen Campbell (Capital ST 2907)	41	
46	TURN AROUND LOOK AT ME Vogues (Reprise RS 6317)	72	
47	THERE IS The Dells (Cadet LP/LSP 804)	40	
48	DEAN MARTIN'S GREATEST HITS VOL. 1 (Reprise RS 6301)	46	
49	ELECTRIFYING EDDIE HARRIS (Atlantic (SD) 1495)	49	
50	MUSIC FROM BIG PINK The Band (Capitol ST 2955)	63	
51	TO RUSSELL, MY BROTHER WHOM I SLEPT WITH Bill Casby (Warner Bros./Seven Arts WS 1734)	56	
52	HICKORY HOLLER REVISITED O. C. Smith (Columbia CS 9680)	54	
53	PETULA Petula Clark (Warner Bros./Seven Arts WS 1743)	59	
54	IN MY OWN DREAM Butterfield Blues Band (Elektra EKS 74025)	62	
55	SUPER SESSION Mike Bloomfield, Al Kooper, Steve Stills (Columbia CS 9701)	77	
56	HAIR Original Cast (RCA Victor LSO 1150)	58	
57	LATE AGAIN Peter, Paul, Mary (Warner Bros./7 Arts WS 1751)	76	
58	TOGETHER Country Joe & The Fish (Vanguard 79277)	36	
59	SWEETHEART OF THE RODEO Byrds (Columbia CS 9670)	60	
60	JOURNEY TO THE CENTER OF THE MIND Amboy Dukes (Mainstream S 6112)	37	
61	BAPTISM Joan Baez (Vanguard VSD-79275)	45	
62	MAURIAT MAGIC Paul Mauriat (Philips 600-270)	47	
63	QUICKSILVER MESSENGER SERVICE (Capitol ST 2904)	53	
64	HEY, LITTLE ONE Glen Campbell (Capitol ST 2848)	57	
65	FRANK SINATRA'S GREATEST HITS (Reprise FS 1025)	67	
66	SPEEDWAY Elvis Presley-Original Soundtrack (RCA Victor LPM/LSP 3989)	55	
67	BOOGIE WITH CANNED HEAT (Liberty LST 7541)	81	
68	CRAZY WORLD OF ARTHUR BROWN (Atlantic SD 8198)	79	
69	THE IMMORTAL OTIS REDDING (Atco 252)	70	
70	MAIDEN VOYAGE Ramsey Lewis (Cadet LPS 811)	71	
71	FUNNY GIRL Soundtrack (Columbia BOS 3220)	75	
72	SOMETHING HAPPENING Paul Revere & The Raiders (Columbia CS 9665)	78	
73	IN SEARCH OF THE LOST CHORD Moody Blues (Deram DES 18017)	80	
74	EASY Nancy Wilson (Capital ST 2909)	52	
75	AXIS: BOLD AS LOVE Jimi Hendrix Experience (Reprise RS 62B1)	61	
76	SPECIAL REQUEST Lettermen (Capitol ST 2934)	82	
77	THE SOUND OF BOOTS Boots Randolph (Monument SLP 18099)	74	
78	STRANGE DAYS Doors (Elektra EKS 74014)	73	
79	DR. ZHIVAGO Original Soundtrack (MGM E/ES 6 ST)	85	
80	NON STOP Box Taps (Bell 6023)	84	
81	SHADES OF DEEP PURPLE (Tetragrammaton) T 102)	92	
82	DIANA ROSS & THE SUPREMES GREATEST HITS (Motown M/MS 2-663)	87	
83	THE GOOD, THE BAD, AND THE UGLY Original Soundtrack (United Artists UAL 4172/UAS 5172)	68	
84	SECRET LIFE OF HARPERS BIZARRE (Warner Bras./7 Arts WS 1739)	88	
85	NEIL DIAMOND'S GREATEST HITS (Bang BLPS 219)	90	
86	SOUND OF MUSIC Original Soundtrack (RCA Victor LOCD/LOSD 2005)	93	
87	CAPTAIN SAD AND HIS SHIP OF FOOLS Cowsills (MGM SE 4554)	89	
88	OUTSIDEINSIDE Blue Cheer (Philips PHS 600-278)	—	
89	YOU'RE ALL I NEED Marvin Gaye & Tammi Terrell (Tamla TS 284)	—	
90	SPIRIT (Ode Z12 44003/Z12 44004)	94	
91	ROSEMARY'S BABY Original Soundtrack (Dot DLP 25875)	97	
92	BEST OF THE BEACH BOYS VOL. III (Capitol DKAO 2945)	—	
93	BEST OF NANCY WILSON (Capitol SKAO 2947)	96	
94	APOLOGIZE Ed Ames (RCA Victor LSP 4028)	91	
95	PAUL SIMON INTERPRETED Sound Symposium (Dot DLP 25871)	95	
96	BIG BROTHER & HOLDING CO. (Mainstream 6099)	—	
97	BEST OF AL MARTINO (Capitol SKAO 2946)	103	
98	TEMPTATIONS GREATEST HITS (Gordy GM/GS 919)	130	
99	BEST OF LOU RAWLS (Capitol SKAO 2948)	98	
100	FOR LOVE OF IVY Original Soundtrack (ABC ABCS-OC-7)	—	

101	BILL MEDLEY 100% (MGM SE 4583)	111	ANGEL OF THE MORNING Merrilee Rush (Bell 6020)
102	OPEN Julie Driscall, Brian Auger & Trinity (Atco SD 258)	112	DOWN HERE ON THE GROUND Wes Montgamery (A&M LP 3006)
103	AERIAL BALLET Nilsson (RCA Victar LSP 3956)	113	BEST OF FRANK SINATRA (Capital DKAO 2950)
104	WORD PICTURES Bobby Galdsbora (United Artists UAS 6657)	114	PLUG ME IN Eddie Harris (Atlantic SD 1506)
105	MOZART CONCERTO 21 (Elivira Madigan Theme) (DGG 138783)	115	GOD BLESS TINY TIM (Reprise RS 6292)
106	SRC Scott Richardson (Capitol ST 2991)	116	WHERE IS LOVE Jack Janes (RCA Victor LSP 4048)
107	ELI & THE THIRTEENTH CONFESSION Laura Nyro (Columbia CS 9626)	117	HANG 'EM HIGH Original Soundtrack (United Artists UAS 5179)
108	NOW Gary Lewis & Playboys (Liberty LST 7563)	118	ANTHEM OF THE SUN Grateful Dead (Warner Bros./7 Arts WS 1749)
109	HONEY Ray Canniff (Columbia CS 9661)	119	WOMAN, WOMAN Robert Gaulet (Columbia CS 9695)
110	BEHOLD AND SEE Ultimate Spinach (MGM 4570)	120	HELLO DUMMY Don Rickles (Warner Bros./Seven Arts WS 1745)
121	FRESH CREAM Cream (Atca 206/SD 206)	131	CHILDREN OF THE FUTURE Steve Miller Band (Capitol SKOA 2920)
122	THE BIRDS THE BEES & THE MONKEES Calgems COM/COS 109)	132	BARE WIRES Jahn Mayall & Blues Brakers (Londan PS 537)
123	DO YOU KNOW THE WAY TO SAN JOSE Julius Wechter & Baja Marimba Band (A&M SP 4150)	133	HEAVY Iron Butterfly (Atco 227/SD 227)
124	THIS GUY'S IN LOVE WITH YOU Jerry Vale (Calumbia CS 9694)	134	SGT. PEPPER'S LONELY HEARTS CLUB BAND Beatles (Capitol T/TS 2653)
125	THE HORSE Ventures (Limerty LST 8057)	135	REACH OUT Burt Bacharach (A&M 131/SP 4131)
126	THE LOOK OF LOVE Midnight String Quartet (Viva V 36015)	136	UNDEAD Ten Years After (Deram-DES 18016)
127	EXOTIC GUITARS (Ranwaad RLP 8002)	137	MAGICAL MYSTERY TOUR Beatles (Capitol MAL/SMAL 2835)
128	I LOVE YOU People (Capitol 2924)	138	A SAUCERFUL OF SECRETS Pink Flayd (Tower ST 5131)
129	HANG 'EM HIGH Huga Montenegro (RCA Victor LSP 4022)	139	ORPHEUS ASCENDING (MGM SE 4569)
130	4 TOPS GREATEST HITS (Motown M/S 622)	140	LOVE IS BLUE Johnny Mathis (Columbia CS 9637)

Basic Album Inventory

A check list of best selling pop albums other than those appearing on the CASH BOX Top 100 Album chart. Feature is designed to call wholesalers' & retailers' attention to key catalog, top steady selling LP's, as well as recent chart hits still going strong in sales. Information is supplied by manufacturers. This is a weekly, revolving list presented in alphabetical order. It is advised that this card be kept until the list returns to this alphabetical section.

HOB

Orig. Gospel Chimes	He's Only A Prayer Away	HOB 246
Cross Jordan Singers	Stand Up	HOB 249
Northeastern District Choir	Lord Bless Me Right Now	HOB 252
James Cleveland	Best Of James Cleveland	HOB 253
Harrell Singers	There's A Land	HOB 259
5 Blind Boys Of Alabama	I Saw The Light	HOB 254
Voices Of Tabernacle	God Is	HOB 255
Christian Tabernacle Choir	Jesus Is The Light Of World	HOB 258
Soul Of Clarence Fountain & 5 Blind Boys Of Alabama		HOB 262
James Cleveland	Crown Prince Of Gospel	HOB 264
Shirley Caesar	I'll Go	266
Gospel Harmonettes	I'm Trying	270
Jessie Dixon & Combined Choirs of the Omega Baptist Church of Chicago, Ill.	Nothing But The Blood	272
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Duane Eddy	Duane Eddy's 16 Greatest Hits	JAMIE 3026 M+S
Duane Eddy	$1,000,000.00 Worth Of Twang	JAMIE 3014 M+S
Duane Eddy	Have Twangy Guitar Will Travel	JAMIE 3000 M+S
Duane Eddy	$1,000,000.00 Worth Of Twang Vol. II	JAMIE 3021 M+S
Brenda & The Tabulations	Dry Your Eyes	DIONN 2000 M+S
Kit Kats	It's Just A Matter Of Time	JAMIE 3029 M+S
Fantastic Johnny C	Boogaloo Down Bway	PHIL-LA OF SOUL 4000 M+S
Barbara Mason	Oh, How It Hurts	ARCTIC 1004 M+S
Malcolm X	Ballots Or Bullets	FIRST AMENDMENT LP 100 M
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JUBILEE

	Over Sixteen	JGM-2017
	Vol. 1 & 2	JGM-2019
Prof. Irwin Corey	At Le Ruban Bleu	JGM-2018
Rusty Warren	Songs For Sinners	JGM-2024
	Songs that Never Made the Hymnal	JGM-2025
	Tongue with Cheek	JGM-2026
Rusty Warren	Knockers Up	JGM-2029
	My Fairfax Lady	JGM-2030
Will Jordon	Ill Will	JGM-2032
Larry Storch	At The Bon Soir	JGM-2033
Rusty Warren	Sin-Sational	JGM-2034
Smith & Dale	At the Palace With	JGM-2035
Lee Tully	The Other Side Of	JGM-2036
Richie Bros.	Bottoms Up	JGM-2037
Roy Awbrey	Cocknbulltails	JGM-2038
Rusty Warren	Bounces Back	JGM-2039
Harry Hershfield	The Presidents' Jester	JGM-2041
Don Sherman	Goes Back To College	JGM-2042
Rusty Warren	In Orbit	JGM-2044
J. B. King Jr.	Laugh-Cajun-Laugh	JGM-2045
Bernie Gould	?? You're What ??	JGM-2046
Bernie Berns	Bernie Goes To Washington	JGM-2047
Steve Karmen	This Is A City?	JGM-2048
Rusty Warren	Banned In Boston	JGM-2049
Ruth Wallis	The Spice Is Right	JGM-2050
Rudy Vallee	The Funny Side of . . .	JGM-2051
Jackie Vernon	A Wet Bird Never Flies At Night	JGM-2052
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Rusty Warren	Sex-X-Ponent	JGM-2054
Autry Inman	Riscotheque Saturday Night	JGM-2055
Autry Inman	Riscotheque New Year's Eve	JGM-2056
Effie Smith	Dial That Telephone	JGM-2057
Rusty Warren	More Knockers Up	JGM-2059
Saucy Sylvia	Agent 0069	JGM-2060
Rusty Warren	. . . Rides Again	JGM-2064
Rusty Warren	Bottom Up	JGM-2069
Lee Tully	Join The Love In	JGM-2070
Doug Clark and the Hot Nuts	Nuts to You	Gross 101
Doug Clark and the Hot Nuts	On Campus	Gross 102
Doug Clark and the Hot Nuts	Homecoming	Gross 103
Doug Clark and the Hot Nuts	Rush Week	Gross 104
Doug Clark and the Hot Nuts	Panty Raid	Gross 105
Doug Clark and the Hot Nuts	Summer-Session	Gross 106
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GOLDEN GIRL—Epic's star country songstress, Tammy Wynette (center), is pictured above receiving the label's Country Gold Award in honor of her "D-I-V-O-R-C-E" single having sold more than 250,000 copies. Presenting the award are Epic's national sales manager, Nick Albarno (left) and Mort Hoffman, the label's director of sales and promotion.

American Artists Blooming

NASHVILLE—Ernie Bivens has arranged a national distribution tie-in with Great-Musictown Records of Nashville for his American Artists label and is about to begin a regular release schedule. A series of recording sessions under the direction of producer Joe Gibson have just been completed. American Artists' roster includes, besides Bivens himself: Barbara Allen (formerly on Decca), Beverly Taylor (formerly on Dot), and teenage Ricky Stanley, a nephew of the noted bluegrass performers, the Stanley Brothers.

Goldsboro, Lopez & Glaser Sign Up For Music City Golf Meet

NASHVILLE — Bobby Goldsboro, Trini Lopez and Jim Glaser are the latest celebrities to accept invitations to play in the fourth annual Music City USA-Celebrity Golf Invitational tournament October 12-13 at Nashville's Harpeth Hills Golf Course.

The tournament is sponsored by the Nashville Area Junior Chamber of Commerce, the Country Music Association and the Nashville Tennessean to benefit the Junior Chamber charities, the Country Music Hall of Fame and Museum and the Nashville Memorial Hospital.

Moeller Brings C&W Music To Oklahoma U.

NASHVILLE — The Moeller Talent Agency has booked a number of its C&W artists into the 1968 Allied Artists Program presented by Oklahoma State University.

The Arts Program, which is a series of musical events spanning a schedule from October through April, is a portion of the annual affairs on Stillwater campus.

October 1st is the date slated for the Country & Western Folk attraction, offering a multitude of musical talent from the roster of performers at the Moeller Talent Agency, including: Waylon Jennings and the Waylors, Carl Smith, Dottie West and the Heartaches, Porter Wagoner and the Wagonmasters plus Dolly Parton and Speck Rhodes.

October Slated As C & W Month For MCA In Eng.

LONDON, ENGLAND—October will be country and western month for MCA Records on the English market. This is in conjunction with the upcoming country music festivities in Nashville.

Brian Brolly, managing director for the label, which handles Decca, UNI, Coral and other U.S. repertoire for England stressed, "Country music has become a major factor in the English market and we are happy to be a partner in the growth of the English Country Music scene—thanks to the strong catalog of American Decca".

Six albums are included in the special release for country and western month: "For Loving You," by Bill Anderson & Jan Howard; "You Are My Treasure," by Jack Greene; "My Big Truck Drivin' Man," by Kitty Wells; "Ernest Tubb Sings Hank Williams"; "Here's Conway Twitty" and "Loretta Lynn."

Supporting the release will be a promotion campaign including in-store streamers, trade and consumer advertising and a complete dealer promotion kit. In addition, these albums will serve as the fore-runner of a country album series on the MCA label in England which will enable buyers to easily select and identify their country-music-MCA catalogue. Further details on the promotion, as well as samples of the promotion kit, will be available from Dick Broderick, MCA Records International head during the International Country Music Seminar, Friday, October 18th in Nashville.

$ On Chart

Ace chanter Johnny Dollar is shown here (center) signing his new recording contract with Chart Records. Looking on, and obviously pleased, are Chart prexy Slim Williamson (left) and Dollar's personal manager, Dick Heard.

ANOTHER HIT FROM DECCA COUNTRY

BOBBY LORD
sings
THE TRUE AND LASTING KIND
32373
DECCA RECORDS

Cash Box Country Roundup

IMPORTANT NOTICE TO ALL TALENT MANAGERS AND BOOKERS: Our annual country music special issue is in the final stages of preparation, and if you'd like to be listed in our directory of C&W talent managers and bookers, please send in, as soon as possible, your name, address, telephone number, the name of the person to contact at your firm and a complete list of your clients. We wish we could remember the names of all the people who manage and book country artists, but we can't, so please, if you want a listing, let us know you exist posthaste.

Buddy Allan, Buck Owens' son, has recorded a solo single on Capitol. His dad produced the deck . . . **Hank Thompson** will appear on the "Joey Bishop Show" October 1. Hank and his Brazos Valley Boys are presently on a tour which includes 43 fairs, 10 of them state fairs . . . **Roy Clark** has been signed to appear in 3 more "Beverly Hillbillies" episodes. He'll also be making a number of other TV appearances this fall: "Operation Entertainment," the "Jonathan Winters Show," the "Joey Bishop Show," the new "Donald O'Conner Show" and the "John Gary Show."

Monument's **Rusty Draper** is currently on a 34 day tour of the Orient. Tokyo, Okinawa, Taiwan, Bangkok, Hong Kong and Seoul are his scheduled stops. He returns to the U.S. in late October. Comanchee Records' songstress **Edie Moore** will be playing a number of engagements in the Atlanta area in the near future. She recently received an invitation to appear on the "Grand Ole Opry" . . . WKTC-Radio in Charlotte, North Carolina will hold it's 10th Anniversary Birthday Show on Saturday night, September 21 at the Charlotte Coliseum. **Johnny Cash, Porter Wagoner and the Wagonmasters, Dolly Parton, June Carter, the Carter Family, Carl Perkins** and **Buck Trent** will appear in the show. WKTC has brought to our attention a recent report by the Charlotte Coliseum Authority, the organization that governs the use of the Coliseum. The portion of the report quoted to us by WKTC states: "Of all the presentations held therein (in the Coliseum), including rock-and-roll shows, ice hockey, basketball and similar presentations, the biggest moneymaker to date has consistently been the C-W shows." Nice to hear.

Peer Southern Music is going to promote their catalog during Country Music Month (October) with a special mailing to radio stations throughout the country of twelve fliers and new records carrying P-S copyrights. Among the disks they will be promoting are **Chet Atkin's** "Blue Angel" on RCA; "Country Music Hall of Fame," an LP by **Billie Walker** on Monument; **Skeeter Davis'** "Tribute To Lester Flatt And Earl Scruggs" on RCA; and "The "Fisherman" by **Tony Senn** on Mana-T.

According to a June survey of the Austin, Texas metropolitan area, **Koke** is the number one adult station in the city. To help celebrate this fact the station held a Country Music Spectacular starring **Johnny Cash** on September 4. The entire University of Texas Longhorn Football Team was present to help with the festivities. KOKE has been programming "modern country music" since March of 1964. The station's air staff includes **Bill Richardson, Arleigh Duff** (who is also a successful songwriter—he penned "Ya'll Come," **Sonny James'** "The Little Things," **Ernest Tubb's** "Another Story," and others), **Dan Rice** and **Jerry Gee** (who is the station's program director).

Johnny Cash is set to appear at Carnegie Hall October 23 . . . **Bobby Parrish** recently concluded a tour in the Knoxville, Tenn. area. One of the highlights of his tour was an appearance on WIVK's Shindig at the Knoxville Civic Auditorium. Approximately 8,500 people came to see the show which included **Sonny James and the Southern Gentlemen, the Carter Family, Dolly Parton, Porter Wagoner and the Wagonmasters** and **Ferlin Husky and the Hushpuppies,** as well as Parrish. Parrish taped two more "Jim Clayton TV Shows" and filmed four additional commercials for the mobile home dealer while in Knoxville. Parrish performed in numerous shows and autographed over 2,000 pictures in two days of appearances at Clayton's mobile home lots; Clayton estimated that between 8,000 and 10,000 people attended Parrish's appearances.

CANADA

The **Rainvilles,** who have tasted success on both country and pop stations have released a special EP containing their past hit of "I Got What I Wanted" and 3 other items to be used for sale during their club dates. They'll be going into Toronto's Sound Canada Studios after their Sept. 23 to 28 engagement in Peterboro, Ont. Their next release will be on the Rebel label.

ARC Records has a strong country release for September. Topping the list is **Dick Nolan's** "I Want To Live". **Fern Dauth,** who has become a popular artist on the country circuit, particularly with her appearances at Toronto's Edison, bows her first for Arc, "Fern Dauth Of Country Music Hall". Fern has received solid exposure on CTV's "Country Music Hall" which should give an assist to album sales. **Marlene Beaudry** is offering her "Harper Valley P.T.A." album, from which a radio promotion single under the same title has created interest.

Jack Thibeault, manager of **Diane Leigh** sends along the initial Chart release for Diane of "The Wife You Lose May Be Your Own". **Ed Preston,** of RCA Victor, is setting up a promotion campaign to get this single off and running throughout Ontario.

Gaby Haas, commonly referred to as Canada's "Mr. Polka", recently bowed LP releases on both Point and London. This gives him a total of 38 albums on the market. Gaby runs a record store in downtown Edmonton and keeps a stock of these albums.

Myrna Lorrie, who has had much success with her Musicor single, "Changing Of The Seasons," (Columbia in Canada) will be appearing at the Hepworth Auditorium Sept. 15.

RED HOT!

"WALL OF PICTURES"

DARRELL McCALL

WAYSIDE RECORDS

DIST. BY: SOUNDS OF MUSIC
BELEN, NEW MEXICO

PROMOTION:
LITTLE RICHIE JOHNSON
BELEN, NEW MEXICO

NASHVILLE!!

THE COUNTRY MUSIC FESTIVAL

Cash Box will be where the action is with a special **Convention Edition!**

ISSUE DATE OCTOBER 19

Plan now to have your ad message in it!

JERRY LEE LEWIS

SHE STILL COMES AROUND (TO LOVE WHAT'S LEFT OF ME)

S-2186

Published by: Al Gallico Music Corp. (BMI)
Produced by: Jerry Kennedy

THIRD SMASH IN A ROW

SMASH | mercury

A Product of Mercury Record Productions, Inc. • 35 East Wacker Drive • Chicago, Illinois 60601 • A CONELCO Corporation

CashBox Country Top 50

1	HARPER VALLEY P.T.A. (Newkeys—BMI) Jeannie C. Riley (Plantatian 3)	1	
2	MAMA TRIED (Theme From "Killers 3") (Blue Book—BMI) Merle Haggard (Capitol 2219)	2	
3	JUST BECAUSE I'M A WOMAN (Combine—BMI) Dolly Partan (RCA Victar 9548)	3	
4	ONLY DADDY THAT'LL WALK THE LINE (Central Sangs—BMI) Waylon Jennings (RCA Victar 9561)	6	
5	DREAMS OF AN EVERYDAY HOUSEWIFE (Combine—BMI) Glen Campbell (Capitol 2224)	5	
6	AS LONG AS I LIVE (Glad, Zanetis—BMI) George Janes (Musicor 1298)	4	
7	LOVE TAKES CARE OF ME (Husky—BMI) Jack Greene (Decca 32352)	7	
8	LET THE WORLD KEEP ON A-TURNIN' (Blue Baak—BMI) Buck Owens & Buddy Alan (Capitol 2237)	8	
9	ON TAP, IN THE CAN, OR IN THE BOTTLE Hank Thompsan (Dot 17108)	10	
10	FLOWER OF LOVE (Al Gallica—BMI) Leon Ashley (Ashley 4000)	11	
11	FROM HEAVEN TO HEARTACHE (Shelby Singleton—BMI) Bobby Lewis (United Artists 50327)	16	
12	ALREADY IT'S HEAVEN (Al Gallica—BMI) David Houstan (Epic 10388)	12	
13	AUTUMN OF MY LIFE (Unart—BMI) Bobby Goldsbara (United Artists 50318)	9	
14	BIG GIRLS DON'T CRY (Yonah—BMI) Lynn Anderson (Chart 1042)	15	
15	YOU JUST STEPPED IN (Fram Steppin' Out On Me) (Sure-Fire—BMI) Loretta Lynn (Decca 32332)	13	
16	RAMONA (Leo Feist—ASCAP) Billy Walker (Manument 1079)	14	
17	NEXT IN LINE (Tree—BMI) Conway Twitty (Decca 32361)	19	
18	IT'S A LONG WAY TO GEORGIA (Acuff-Rase—BMI) Don Gibsan (RCA Victar 9563)	21	
19	JODY & THE KID (Buckharn—BMI) Ray Drusky (Mercury 72823)	22	
20	SAN DIEGO (Blue Crest, Hill & Range—BMI) Charlie Walker (Epic 10349)	24	
21	A LITTLE LATER ON DOWN THE LINE (Sea Lark—BMI) Bobby Bare (RCA Victor 954B)	23	
22	I KEEP COMING BACK FOR MORE (Newkeys—BMI) Dave Dudley (Mercury 72818)	18	
23	UNDO THE RIGHT (Pamper—BMI) Johnny Bush (Stap 193)	28	
24	I JUST CAME TO GET MY BABY (Tree—BMI) Faron Young (Mercury 27B27)	26	
25	HEAVEN SAYS HELLO (Four Star—BMI) Sonny James (Capitol 2155)	20	
26	I STILL BELIEVE IN LOVE (Stallion—BMI) Jan Haward (Decca 32357)	29	
27	RAGGEDY ANN (Blue Crest, Hill & Range—BMI) Charlie Rich (Epic 1035B)	30	
28	WE'LL GET AHEAD SOMEDAY (Carreta—BMI) Porter Wagoner & Dolly Partan (RCA Victar 9577)	17	
29	HAPPY STATE OF MIND (Stallion—BMI) Bill Andersan (Decca 32360)	32	
30	LOOKING AT THE WORLD THROUGH A WINDSHIELD (Passkey—BMI) Del Reeves (United Artists 50332)	33	
31	CHRISTOPHER ROBIN (Jack—BMI) Stonemans (MGM 13945)	31	
32	FOLSOM PRISON BLUES (Hila—BMI) Johnny Cash (Columbia 44513)	25	
33	IT'S ALL OVER BUT THE CRYING (Hastings—BMI) Hank Williams, Jr. (MGM 1396B)	36	
34	ONE OF THESE DAYS (Jack—BMI) Tampall & Glaser Bros. (MGM 2245)	34	
35	MARRIAGE BIT (Tree—BMI) Lefty Frizzell (Columbia 44563)	35	
36	HAPPY STREET (Shelby Singleton—BMI) Slim Whitman (Imperial 66311)	38	
37	THEN YOU CAN TELL ME GOODBYE (Acuff-Rase—BMI) Eddy Arnald (RCA Victar 9606)	43	
38	HEY DADDY (Southtawn—BMI) Charlie Lauvin (Capital 2231)	44	
39	IN LOVE (Freeway—BMI) Wynn Stewart (Capital 2240)	42	
40	SOUNDS OF GOODBYE (Noma, SPR—BMI) Tammy Cash (United Artists 50337)	45	
41	THREE PLAYING LOVE (Four Star—8MI) Cheryi Paale (Paula 309)	41	
42	SHE THINKS THAT I'M ON THAT TRAIN (Blue Crest, Hill & Range—BMI) Hensan Cargill (Manument 1084)	39	
43	I'M IN LOVE WITH MY WIFE (Mass Rose—BMI) David Radgers (Columbia 44561)	40	
44	THE STRAIGHT LIFE (Viva—BMI) Sonny Curtis (Viva 630)	27	
45	SOUNDS OF GOODBYE (Noma, SPR—BMI) Gearge Morgan (Starday B50)	47	
46	BORN TO LOVE YOU (M.nute Men—BMI) J.mmy Newman (Decca 32366)	48	
47	TAKE IT ALL OFF (Green Grass—BMI) Curly Putman (ABC 11095)	46	
48	WHEN YOU ARE GONE (Tuckahae—BMI) Jim Reeves (RCA Victor 9614)	50	
49	WHAT MADE MILWAUKEE FAMOUS (Al Gallica—BMI) Jerry Lee Lewis (Smash 2164)	37	
50	LOVE ME, LOVE ME (Al Gallico—BMI) Babby Barnett (Columbia 44589)	49	
51	GOD HELP YOU WOMAN Jim Glaser (RCA Victar 9587)		
52	I'M GOING BACK HOME Buckaraas (Capitol 2264)		
53	HUNTIN' BOOTS Chet Atkins (RCA Victor)		
54	ANGRY WORDS Stonewall Jacksan (Columbia 44625)		
55	BETHLEHEM STEEL Misty Morgan & Jack Blanchard (Wayside 1024)		
56	GOOD MORNING, DEAR Frank Ifield (Hickary 1514)		
57	THERE IS NO MORE LOVE Carl Smith (Columbia 44260)		
58	RENO Dottie West (RCA Victar 9604)		
59	SWEET CHILD OF SUNSHINE Jerry Wallace (Liberty 56059)		
60	TAKE TIME TO KNOW HIM Maxine Brawn (Chart 1046)		

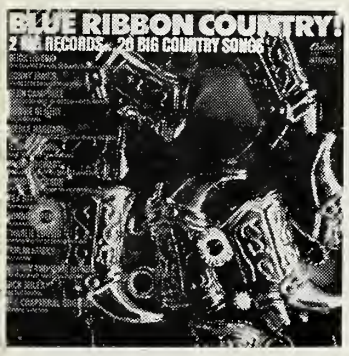
CashBox Country LP Reviews

JUST THE TWO OF US—Porter Wagoner & Dolly Parton—RCA Victor LPM/LSP 4039

After scoring excellent success with their initial duet LP, as well as with several singles, Porter Wagon and Dolly Parton launch their second album on the heels of their latest hit single, "Holding On To Nothing." Kicking off the set with that track, the twosome also make a winning combination with such additional tracks as "The Dark End Of The Street" and "I Washed My Face In The Morning Dew," among others.

CREAM OF THE CROP—Wanda Jackson—Capitol ST 2976

An aptly titled package here, filled with fine interpretations of a platterful of great country standards. Wanda Jackson offers not only a handful of her own country hits ("My Baby Walked Right Out On Me," "A Girl Don't Have To Drink To Have Fun," etc.), but some of the biggest of country evergreens, including "Together Again" and "There Stands The Glass," among others. Good listening.



BLUE RIBBON COUNTRY—Various Artists —Capitol STBB 2969

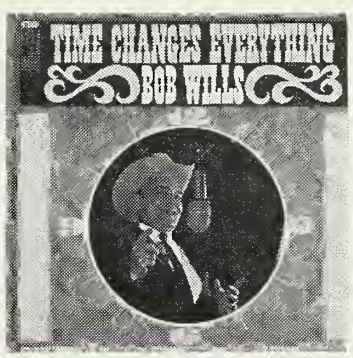
Some of the biggest hits to come off the Capitol presses in the last year or two make up this attractive 2-record set. Names such as Buck Owens, Sonny James, Wynn Stewart, Merle Haggard, Bobbie Gentry, Ferlin Husky, Tex Ritter, etc. highlight the LP, while newcomers like the Chaparral Bros. and Dick Miles are also showcased. Package is an excellent consumer item and should move quickly.

MY LOVE SONG FOR YOU—Hank Locklin —RCA Victor LPM/LSP 4030

Sticking strictly to songs of love and romance in his latest Victor set, Hank Locklin highlights the package with his latest noise-making single, "Love Song For You." In addition, Hank follows through with an excellent series of romantic ballads, some of the standouts being "Toujours Moi" and "I'm Slowly Going Out Of Your Mind."

I LOVE FLATT & SCRUGGS—Skeeter Davis —RCA Victor LPM/LSP 4055

Some of the great tunes from out of the Flatt & Scruggs past are given a rebirth by Skeeter Davis, who goes pure country with this set. Skeeter picks the cream of the crop in her dedication to the bluegrass greats, with emphasis on "Jimmie Brown, the Newsboy," "I Still Miss Someone" and "The California Uptight Band."



TIMES CHANGES EVERYTHING — Bob Wiils—Kapp KS 3569

The Western dance music of Bob Wills and his Texas Playboys has another link put into its catalog chain with a package highlighted by the latest Wills single, "Across The Alley From The Alamo." A batch of old favorites make for fun listening, with nods to "South Of The Border," "Running Bear" and "Limehouse Blues," all of which should appeal to the staunch Wills following. Healthy catalog piece.

BOBBY WRIGHT

Scores 20 Picks on His New Decca Single

"OLD BEFORE MY TIME"

b/w

"Shutting Out the Light"

"Thanks to you, the D. J. S, for the reception you're giving my new single"

Bobby Wright

DECCA

A Division of MCA Inc.

#32367

CashBox Country Reviews

Picks of the Week

SONNY JAMES (Capitol 2271)
Born To Be With You (2:32) [Mayfair, ASCAP-Robertson]

Accompanied in fine style by the Southern Gentleman, hitmaker Sonny James is sure to have another smash with "Born To Be With You." The rousing toe-tapper should be climbing the charts for the chanter in short order. Flip: "In Waikiki" (2:43) [Marson, BMI-Skye, James]

JERRY LEE LEWIS (Smash 2186)
She Still Comes Around (2:26) [Al Gallico, BMI-Sutton]

Jerry Lee Lewis should have a real winner on his hands with this tear-stained love item, "She Still Comes Around (To Love What's Left Of Me)." Side is a highly potent item and should be a top chart contender. Flip: "Slipping Around" (2:04) [International, BMI-Tillman]

MARTY ROBBINS (Columbia 44633)
I Walk Alone (2:59) [Adams-Vee & Abbott BMI-Wilson]

Following "Love Is In The Air," Marty Robbins makes reservations for another chart flight with "I Walk Alone." Gutsy piece of blues material is quite a change of pace for Marty and may pull in an even greater amount of fans to the fold. Flip: "Lily Of The Valley" (2:39) [Mariposa BMI-Pruett]

NAT STUCKEY (RCA Victor 9631)
Plastic Saddle (2:18) [Acclaim, BMI-McAlpin]

"Plastic Saddle" is Nat Stuckey's first single for his new label, RCA Victor, and it's a powerhouse. Side is about a rich, successful man who says, "Don't give me a plastic saddle/I want to feel that leather when I ride." Should be a biggie. Flip: "Woman Of Hurt" (1:51) [Stuckey, BMI-Stuckey]

OSBORNE BROS. (Decca 32382)
Son Of A Sawmill Man (2:31) [Sure Fire, BMI-Osborne, Goble]

A rip-roaring, fast-paced foot-tapper, "Son Of A Sawmill Man" should establish itself as an action item for the Osborne Brothers. The ditty is one of the most infectious we've heard in quite a spell and deserves a careful listen. Could also be nice action in store for the flip, a moving blueser tabbed "That Was Yesterday" (2:25) [Sure Fire, BMI-B. & P. Osborne]

MAC WISEMAN (MGM 13986)
Got Leavin' On Her Mind (2:24) [Jack, BMI-Clement]

"Got Leavin' On Her Mind" is a full-bodied woeser with a solid beat, and it should be a success saleswise for chanter Mac Wiseman. Don't let it out of your sight. Flip: "She Simply Left" (2:19) [Jack, BMI-Matthews]

Newcomer Picks

PEGGY LITTLE (Dot 17147)
Help Me Love You (2:48) [Combine, BMI-Tuttle]

Peggy Little puts a heap of feeling into this gripping romancer, "Help Me Love You," and a high chart position may be her reward. Listen to this one closely. It'll really grab your heartstrings. Flip: "What Makes A Happy Woman Cry" (2:10) [Central Songs, BMI-Rhodes]

LONESOME RHODES (RCA Victor 9629)
The Lights Of Dallas (2:56) [Crestmoor, BMI-Rhodes]

Could well be a nice chart spot in store for the Lonesome Rhodes as a result of this outing tabbed "The Lights Of Dallas." Ditty is a haunting, blues-filled ballad. Keep it in sight. Flip: "I'm Missing You" (2:26) [Crestmoor, BMI-Rhodes, Sykes]

FREDDIE STAFFORD (Stop 194)
I Came Back (2:19) Window, BMI-Kingston

Here's a contagious, tongue-in-cheek bouncer called "I Came Back" that may very well develop into a chart item for Freddie Stafford. Stafford's highly spirited vocalizing could really make the deck catch on. Flip: "Loving You Hurts Too Much" (2:38) [Window, BMI-Reynolds, Austin]

BOBBY FISCHER (Dial 4081)
The Only Lie I Ever Told (1:59) [Tree, BMI-Fischer, Wayne]

Look out for Bobby Fischer to pull in heaps of spins and sales with "The Only Lie I Ever Told." The song's buoyant infectiousness makes it an excellent candidate for chart honors. Flip: "That's What I Like About Me." (2:20) [Tree, BMI-Fischer]

CashBox Top Country Albums

1	**JOHNNY CASH AT FOLSOM PRISON** Johnny Cash (Columbio CS 9639)	1	
2	**D-I-V-O-R-C-E** Tommy Wynette (Epic 26392)	2	
3	**FIST CITY** Loretto Lynn (Decco D 4997/74997)	5	
4	**LORETTA LYNN'S GREATEST HITS** (Decco DL 5000/75000)	7	
5	**MAKE MINE COUNTRY** Chorlie Prlde (RCA Victor LPM 3952/LSP 3952)	6	
6	**SWEET ROSIE JONES** Buck Owens (Copitol ST 2962)	3	
7	**ANOTHER TIME ANOTHER PLACE** Jerry Lee Lewis (Smosh SRS 67104)	4	
8	**ALREADY IT'S HEAVEN** Dovid Houston (Epic 26391)	10	
9	**GENTLE ON MY MIND** Glen Compbell (Capitol MT/ST 2809)	12	
10	**BY THE TIME I GET TO PHOENIX** Glen Compbell (Copitol T/ST 2851)	11	
11	**BIG GIRLS DON'T CRY** Lynn Anderson (Chort CHM/CHS 1008)	13	
12	**A NEW PLACE IN THE SUN** Glen Compbell (Capitol ST 2907)	8	
13	**HONEY** Bobby Goldsboro (United Artists) (UAL 3642/UAS/6642)	9	
14	**HEAVEN SAYS HELLO** Sonny Jomes (Copitol 2937)	16	
15	**KITTY WELLS' GREATEST HITS** (Decca DL 5001/75001)	18	
16	**IF MY HEART HAD WINDOWS** George Jones (Musicor MS 3158)	17	
17	**BEST OF BUCK OWENS, VOL. 2** (Copitol T/ST 2897)	22	
18	**HEY LITTLE ONE** Glen Compbell (Copitol ST 2872)	14	
19	**LEGEND OF BONNIE & CLYDE** Merle Hoggord (Copitol T/ST 2912)	19	
20	**BEST OF MERLE HAGGARD** (Copitol SKAO 2951)	20	
21	**TALES OF THE YUKON** Honk Snow (RCA Victor LPM/LSP 4032)	21	
22	**HOMETOWN GUITAR** Chet Atkins (RCA Victor LPM/LSP 4017)	25	
23	**ONLY THE GREATEST** Woylon Jennings (RCA Victor LPM/LSP 4023)	15	
24	**WITH PEN IN HAND** Johnny Dorrell (United Artists UAL 3660/UAS 6660)	24	
25	**THE BIG COUNTRY** Vorious Artists (Mercury SRP 2 605)	23	
26	**COUNTRY GIRL** Dottie West (RCA Victor LPM/LSP 4004)	27	
27	**A TENDER LOOK AT LOVE** Roger Miller (Smash SRS 67103)	28	
28	**THE GEORGE JONES STORY** (Musicor M2S 3159)	29	
29	**COUNTRY ON MY MIND** Corl Smith (Columbio CS 9688)	30	
30	**VERY BEST OF HANK WILLIAMS** (MGM SE 4168)	—	

Newcomer Picks

BILL NASH (Smash 2178)
For The Good Times (3:23) [Buckhorn, BMI-Kristofferson]

Should be a goodly amount of sales action in the cards for Bill Nash via his latest deck, "For The Good Times." The shuffling, courage-filled blueser is an excellent bet to win honors. Flip: "We Had All The Good Things Going" (2:35) [Jack, BMI-Monday, Shiner]

Best Bets

RED SOVINE (Starday 852)
Normally, Norma Loves Me [Cedarwood, BMI-Tillis] Keep an eye on this light, contagious love item. It could break out. Flip: "Live And Let Live and Be Happy" [Tarheel, BMI-Ellis, Shaffer]

DON BOWMAN (RCA Victor 9617)
Folsom Prison Blues No. 2 (3:30) [Hi-Lo, BMI-Cash, Bowman] Don Bowman's amusing satire of Johnny Cash's giant hit, "Folsom Prison Blues," could be a winning item. Merits a listen. Flip: "House Of The Setting Sun" (2:05) [Parody, BMI-Arr. Bowman]

PENNY DE HAVEN (Imperial 66321)
I Am The Woman (2:33) [Hall-Clement, BMI-Rice, Foster] Penny DeHaven vocalizes feelingfully on this inspiring romance ode. Could be a success-bound deck. Flip: "Loving You Again" (2:30) [Moss-Rose, BMI-Anderson]

BOBBY BOND (MGM 13951)
Anyway (2:23) [Acuff-Rose, BMI-Bond] Bobby Bond could experience a nice amount of sales action with this gripping woeser. Eye it with care. Flip: "Mr. & Mrs. Brown" (2:21) [Acuff-Rose, BMI-Bond]

STAN HITCHCOCK (Epic 10388)
The Phoenix Flash (2:10) [Green Grass, BMI-Lane, Putnam] This one is a potent ballad that could see big action with good exposure. Give it a spin. Flip: "My Memory" (2:15) [Husky, BMI-Peppers, Kandy]

BARBARA FAIRCHILD (Kapp 943)
Breaking In A Brand New Man (2:20) [Champion, BMI-Noy, Burns, Fairchild] Might be a winning amount of sales on tap for this wisdom-filled love effort. Keep tabs on it. Flip: "Lonely Old Man" (2:44([Champion, BMI-Noy, Burns, Fairchild]

JEANNE PRUETT (Decca 32383)
One Day Ahead Of My Tears (2:32) [Mariposa, BMI-Pruett] Here's a strong woes session that could pull in a sizable chunk of airplay for Jeanne Pruett. Watch it. Flip: "One Woman Man" (2:39) [Mariposa, BMI-Pruett]

GEORGE McCORMICK (Stop 199)
The Room Of The Unknown Shoulder (2:27) [Window, BMI-Kingston] This moving ballad could do good things for George McCormick. Scan it. Flip: "Too Busy To Hoe" (2:27) [Window, BMI-Kingston]

BILLBOARD SPOTLIGHT PICK

THE GEORGE JONES STORY
(2 LP's) Musicor M2S 3159 (S)

A sure-fire sales winner in this hot package which features a two record set with color photos of Jones to boot. An exceptional marketing LP.

CASH BOX ALBUM PICK

THE GEORGE JONES STORY
Musicor M2S 3159 (S)

A great 2-record set that should prove to be a monster. In addition to two records, merchandising is aided with the inclusion of a Jones biography and a batch of action photos, both in color and black and white. Promises to be a sales gem.

JUST RELEASED A NEW SMASH SINGLE "MILWAUKEE HERE I COME"

MUSICALLY SPEAKING. . . .

THE GLOBE IS SHRINKING VERY RAPIDLY.

INTERNATIONAL NEGOTIATIONS ARE A DAILY ACTIVITY. AND THEY HAVE BECOME AN INTEGRAL AND LUCRATIVE PART OF EVERY SUCCESSFUL MUSIC COMPANY.

SO THINK INTERNATIONALLY WHEN YOU PLAN ON RUNNING YOUR NEXT AD!

YOU'RE PROBABLY WELL AWARE OF THE FACT THAT YOUR CASH BOX AD IS REACHING THE DOMESTIC MUSIC MARKET. BUT ARE YOU ALSO AWARE OF THE IMPACT THE VERY SAME AD MESSAGE IS MAKING SIMULTANEOUSLY ON THE INTERNATIONAL MARKET?

REMEMBER: THE WORLD MARKET READS EVERYTHING YOU SAY IN CASH BOX.

Cash Box

INTERNATIONAL SECTION

September 21, 1968

The CBS/SONY lobel was officiolly launched in Jopon on Aug. 23 ot o reception ot the Okuro Hotel in Tokyo. More thon 600 deolers ond critics were in ottendonce. They were addressed by Akio Morito, exec vp of the SONY Corp. and president of the new lobel, ond Horvey Schein, president of CBS Internotionol. Guests received o special 2-LP packoge, "Inougurotion Memoriol Album," which olso included o brochure outlining the new operotion. See Internotionol News Report for detoils on the CBS/SONY set-up.

Great Britain

MGM is launching a series of VSP double albums on October 1st with an initial batch of six. They will be available in mono only, and are drawn from the Verve and Clef catalogs of "jazz and good music," according to an MGM spokesman. The albums will retail at £1 16s 6d each under a two-for-the-price-of-one costing, and will have two-tone color sleeves and double covers. The first release features "Ella Fitzgerald Sings The Cole Porter Song Book"; "Jazz At The Opera House," starring **Stan Getz, J. J. Johnson, the Modern Jazz Quartet,** and **Oscar Peterson**; "Oscar Peterson Plays My Fair Lady And West Side Story"; "The Singing Style Of Louis Armstrong"; "The Wailing Buddy Rich"; and "Back To Back And Side By Side," starring **Duke Ellington** and **Johnny Hodges.** The next release is scheduled for November 1st, and the future repertoire includes **Ella Fitzgerald** singing other famous American songwriters' work as well as sharing an album with **Louis Armstrong, Stan Getz, Gene Krupa, Big Bill Broonzy, Cal Tjader,** and **Wes Montgomery.** MGM will export this VSP double album line to the Continental countries, and is mounting a promotion campaign here to support the launch.

Polydor will now release Kama Sutra and its associate labels here, and has concluded a deal for the new Screen Gems-Columbia Music label SGC under its own logo. Kama Sutra subsidiary Buddah will also be released under its own logo with the same group's Curtom label. Polydor will issue the next singles by **the 1910 Fruitgum Company** and **the Ohio Express,** and the first Tetragrammaton release "Per-so-nal-ly," by **Bobby Paris** has already appeared on the Polydor label.

Pye Records managing director **Louis Benjamin** has named **Madeline Hawkyard** as company secretary in succession to the late **George Margrave.** She has been with Pye Records since its formation in 1953, and will continue in her capacity as contracts manager in addition to her new duties.

Millicent Martin has signed a £500,000 deal with Associated Television covering world-wide small screen appearances over the next seven years. ATV chief **Lew Grade** stated that an agreement has already been signed with NBC of America for a comedy series starring the singing actress. Executive producer named for the series is **Sheldon Leonard,** who has worked on the Dick Van Dyke Show, I Spy, and the Danny Thomas Show. **Mary Hopkin,** the new Apple songstress, who has hit the charts with "Those Were The Days" despite last minute competition from **Sandie Shaw,** is also in line for a big contract with newly independent agent **Colin Berlin.**

Vince Hill's new one for Columbia is the **Irving Berlin** oldie "You Forgot To Remember." Hill leaves for Australia in early November, travelling via New York and San Francisco. He will play a four-week season at the St. George's League Club in Sydney, and then returns to the UK for a Christmas pantomime season.

Raphael's new Columbia single here is "Ave Maria," featured in the movie "El Golfo," in which he stars with **Shirley Jones** and **Angie Dickinson. Norman Newell** has written the English lyrics. Raphael opens a two-week stint at the Talk Of The Town on September 30th.

Tommy Loftus has been named head of Philips promotion subsequent to the departure of **Tony Mansell.** Loftus, who has been with Philips for five years following EMI service, has been handling promotion for the associate Fontana label.

MCA is planning deliveries of its country and western product in Birmingham by stage coaches manned by drivers dressed as cowboys. This is part of a promotion drive on MCA's extensive country repertoire. The albums will contain a leaflet inviting the public to fill in names and addresses for a free mailing service advising about future releases.

Rediffusion's Rim label is being launched this month, and its distribution will probably be handled by Philips. Initial release is three singles featuring **Don Palosi, Judy Ryland.** and **Taste of Honey,** and two LPs by **Oriel Claire and the Ken Howard-Alan Blaikley Orchestra.**

Ron Goodwin has penned the music for "Decline And Fall," the movie starring the late **Sir Donald Wolfit, Leo McKern,** and **Genevieve Page.** The film is premiered at the Carlton September 25th, and EMI has released Goodwin's recording of the theme.

Quickies: the **Beatles'** "Hey Jude" notched a quarter million sales within three days of release . . . **the Move** played a Hyde Park open air concert September 14th . . . Transatlantic now releasing stereo only albums . . . Ray Charles plays a Royal Festival Hall concert September 21st . . . MCA offices in Picadilly burgled recently with TV sets, passports, and record players taken and desks ransacked . . . Liberty played party host for **the Canned Heat** at the Revolution. and the same venue was the setting for a luncheon to introduce **Steve Rowland** protege Amory Kane on the MCA label . . . **the Seekers'** last album "Live At The Talk Of The Town" will get American release soon . . . MCA rush-released original London cast recording of "Man Of La Mancha" in double-fold four-color sleeve complete with story line . . . **A Mike Leander** composition for **John Rowles'** new MCA single "The Pain Goes On Forever" published by **Leeds Music** . . . **Bill Phillips** has acquired score of "Baby Love" for his Charms Music catalogue . . . Polydor Records hosted reception for **the Doors** . . . Another **Les Reed-Barry Mason** composition for **Englebert Humperdinck's** new Decca single "Les Bicylettes de Belsize" published by Donna Music . . . An Italian melody with English lyrics for **the Tremeloes'** new CBS single "My Little Lady" published by **Cyril Shane** . . . EMI hosted reception for **Johnny Nash** currently celebrating chart success in the U.K. with "Hold Me Tight" on the Regal-Zonophone label . . .

Great Britain's Top Ten LP's

1. Bookends—Simon & Garfunkel (CBS)
2. Wheels on Fire—(Double Album) The Cream (Polydor)
3. Delilah—Tom Jones (Decca)
4. Hollies Greatest Hits—(Parlophone)
5. In Search of the Lost Chord—Moody Blues (Deram)
6. Man Without Love—Engelbert Humperdinck (Decca)
7. Sound of Music—Soundtrack (RCA)
8. Crazy World of Arthur Borwn—(Track)
9. Boogie With Canned Heat—(Liberty)
10. Bare Wires—John Mayall (Decca)

Canada

Bob Martin, Ontario branch manager for Warner Bros. 7 Arts, has found exceptional interest by radio stations in the new album release by Toronto's **Kensington Market,** "Avenue Road". The album also contains their current hit single, "I Would Be The One", which has moved well up the charts. The Market were also well received when they appeared at "Time Being," the Canadian National Exhibition's youth extravaganza. Another album getting top exposure is "Welcome To Trini Country," by **Trini Lopez.** The favourite cut from this album is "Four Strong Winds", which was written by **Ian and Sylvia,** a favourite man and wife team among Canadian folk buffs. **Fats Domino** is finally moving up the charts with "Lady Madonna" and is just behind another Reprise recording unit **Dino, Desi & Billy** with their release of "Tell Someone You Love Them". A big mover up the charts for the Warner people is "Six Man Band," by **the Association.** Martin and his promotion man **Mike Reed** are readying themselves for a giant promotion of the sound track from "Finian's Rainbow" due to open soon across Canada.

Don McKim, general manager of Phonodisc, has announced the appointment of **Paul Clark** as Ontario division manager. Clark comes to Phonodisc with a background of several years in the merchandising of records. **Roger Stevens,** promotion manager for Phonodisc advises that Phonodisc will now handle the distribution of product from Vance Music Corp. Stevens is currently working in conjunction with Famous Players and will release the single from the movie "The Oldest Profession" by the same title.

Al Mair, promotion manager of Compo Co., has been successful in getting top exposure of the latest single release from **the Irish Rovers,** "Biplane Evermore" (Decca 32371), which has resulted in encouraging chart action. Their album "The Puppet Song" has been coming in for very important middle of the road exposure as well. It's also interesting to note that among the personal appearance dates in Canada, the Irish Rovers made an appearance at Canada's country auditorium up in Hepworth, Ontario. The **Mars Bonfire** UNI album has been picking up national action. Mair advises that **Nevin Grant,** music director of CKOC in Hamilton, Ontario, has been leaning heavily on the album. Particularly popular is the cut "Ride With Me Baby" which has been released as a single. Oshawa, Ontario, home of Bonfire, is also chalking up good sales for the single and album. **The Happenings,** currently moving into good chart positions across the country with "Breaking Up Is Hard To Do" will be appearing at Hamilton's McMaster University on Sept. 19. Their album "Happenings Golden Hits" has been benefitting from the popularity of the single. **Earl Grant,** a favourite of Toronto club goers, will be appearing at the Royal York Hotel Oct. 7 through the 19. His latest Decca single, "My Foolish Heart," is now get ting extensive play on middle of the road stations in the Toronto area. Wit UNI's **Fever Tree** skedded for an Oct. 4-5 appearance at Toronto's new Roc Pile, good exposure of their single, "San Francisco Girl," and album, "Fev Tree," is of prime importance to Mair. They are now getting top coverage the album on Toronto's CHUM-FM operation. AM stations in and around Toronto have also found Fever material to their liking. A giant boost by Mair and the Apex sales staff to get the new **Lenny Dee** album, "Gentle On My Mind," off the ground has resulted in very healthy sales for the Decca release. The promotion has been most successful with chain stores and rack jobbers. A hefty portion of the sales has come through the use of the album for in-store demonstrations where stereo sets were available for blanket sound coverage of the store. Good radio exposure has also proved helpful. **The New York Pro Musica** played Stratford, Ontario, the latter part of August which has resulted in a boost in their album sales. They have several albums going for them on the Decca Gold label series.

With **Gilles Gagnon's** Columbia single of "Don't Ask Why" becoming a strong item in the English Canadian market, Columbia's Charlie Camilleri advises that the parent company in New York is soon to release this single by French Canada's top instrumentalist. This is the first time a French Canadian single has shown signs of taking hold outside of its own market. What could turn out to be a very strong release by **the Mormon Tabernacle Choir** is their "Onward Christian Soldiers" album release. Camilleri advises that the cut "Ballad of Brotherhood" shows signs of being a strong vehicle for the album. In keeping with this mood, **Mahalia Jackson's** release of "A Mighty Fortress" is also getting solid middle of the road exposure, particularly the cut "Roll, Jordan, Roll". The **O. C. Smith** single of "Little Green Apples," one of the favourite cuts from his album, "Hickory Holler Revisited," is showing good chart action.

Great Britain's Best Sellers

This Week	Last Week	Weeks on Chart	
1	3	4	*I've Gotta Get a Message—Bee Gees Polydor Abigail
2	2	6	Do It Again—The Beach Boys Capitol Immediate
3	—	1	*Hey Jude—The Beatles Parlophone Northern
4	1	9	This Guy's In Love—Herb Alpert A&M Blue Sea
5	7	4	I Say A Little Prayer—Aretha Franklin Atlantic Shapiro Bernstein
6	8	4	*High in the Sky—Amen Corner Deram Carlin
7	11	3	Hold Me Tight—Johnny Nash Regal-Zonophone Writers Workshop
8	14	5	On the Road Again—Canned Heat Liberty Southern
9	4	7	Help Yourself—Tom Jones Decca Valley
10	5	9	*Fire—Crazy Woorld of Arthur Brown Track Essex/Mark
11	6	10	Mony Mony—Tommy James & Shondells Major-Minor Planetary-Nom
12	9	6	*Sunshine Girl—Herman's Hermits Columbia Monique
13	12	6	Dance to the Music—Sly & Family Stone Direction Carlin
14	18	2	Dream a Little Dream—Mama Cass RCA Francis Day & Hunter
15	—	1	Those Were The Days—Mary Hopkin Apple Essex
16	13	6	Keep On—Bruce Channel Bell Shapiro Bernstein
17	15	16	I Pretend—Des O'Connor Columbia E. H. Morris
18	—	1	Lady Willpower—Union Gap CBS Dick James
19	—	1	*Jesamine—The Casuals Decca Mills
20	10	8	I Close My Eyes—Dusty Springfield Philips Carlin

*Local copyrights

Pye Hosts 19 Countries At 9th Int'l Meet

LONDON—Pye Records held its ninth international sales conference at London's Europa Hotel Sept. 5 and 6. The opening session on the afternoon of the 5th was specifically for the forty-five overseas licensees and licensors attending the conference. In alphabetical order of country, they were:

Australia: G. Warner (Astor); Austria: E. Luftner and G. Zitta (Ariola); Belgium: R. Maylemans and J. Leruth (Vogue); Canada: Mr. & Mrs. D. McKim (Phonodisc); Denmark: Mrs. A. Mork and R. Gosvig (Morks); Finland: O. Ruuskanen (Finnlevy); France: Mr. and Mrs. L. Cabat, Messrs Kabat, Rossini and P. Claude (Vogue); Germany: J. J. Finsterwald and M. Ullrich (Deutsche Vogue); Holland: Mr. and Mrs. G. Oord, Mr. and Mrs. R. Oeges, and H. Officier (Negram); Israel: D. Zeira (Hataklit); Italy: Mrs. K. Mintangian (Durium), Mr. and Mrs. G. Rignano, P. Ruggeri and L. Salvini (Ricordi); Lebanon: Mr. and Mrs. A. Hanania (Melody); Malta: A. Vella; Norway: Mr. and Mrs. H. Tveten and L. Lysell (Norsk); Portugal: A. Trindade, F. Periera, M. Estevel and J. Moriera (Trindade); South Africa: Mr. and Mrs. G. McGrath (Teal); Spain: J. M. Vidal, Miss G. Vidal, Mr. and Mrs. L. Vidal, and Mr. and Mrs. L. Calvo (Hispavox); Sweden: B. Nornholm and G. Johnsson (Philips); Switzerland: I. Cantacuzene (Vogue); U.S.A.: Mr. and Mrs. I. Chezar, A Arrow (Pye); J. K. Maitland, P. Rose (Warner Bros.). and G. Friesen and D. Hubert (A & M).

Autumn Collection

Pye international director Geoffrey Bridge welcomed delegates to the conference. Like his colleagues compering the ensuing presentation, he was clad in morning dress. Bridge indicated the presence of Pye producers Jack Dorsey, Tony Macaulay, John Schroeder and Bob Auger, and paid tribute to them and their controller Cyril Stapleton and Tony Hatch for their work in producing the repertoire included in the presentation.

The latter was tagged "Autumn Collection," and took the novel form of four mannequins parading some of the latest fashion creations up and down a raised dais to a background of Pye's fall product. Special projects and repertoire manager Monty Presky and international manager Peter Elderfield shared the compering chores, aided at intervals by some comic film segments.

Presky opened the proceedings by utilizing the Golden Guinea LP title "Second To None" by the Band of the Coldstream Guards as an apt description of the product to be played, followed by the Band's hip version of "Cherokee."

LP extracts were introduced and played from Geno Washington's "Running Wild;" the Brahms piano concerto by Balint Vazsonyi; Tony Hatch's "Latin Velvet;" "Rocking The Foundation;" "Glory In The Valley" by the Pontardulais Male Choir; "Whats Bin Did And What's Bin Hid" by Donovan; "Stereo Fiesta" by Hammond organist Robin Richmond; Liszt and Strauss violin sonatas by Alfredo Campoli; "Paper Dolls House" by the Paper Dolls; "Chris Barber Plays;" "The Village Green Preservation Society" by the Kinks; Lord Busta and the Caribbean Royals; "Hawaii" by the South Sea Serenaders; Bach's eighteen chorales by organist Ralph Downes; "Midnight Movers" by Paraffin Jack Flash, alias Jack Dorsey; "Guantanamera" by Los Zafiros; Felix Ypacaria and his Paraguayans; Irvin's 89 Key Marenghi fair organ; "Autumn Chartbusters;" "Panoramic Stereo" by Cyril Stapleton; "Blow-Up Live" by David Garrick; "Christmas Festival" by the Black Dyke Mills Band and Bradford Festival Choral Society; "Halle Brass Consort;" "A Touch Of Velvet And A Sting Of Brass" by the City of Westminster String Band; "Live For Love" by Jackie Trent and Tony Hatch; the London Pops Orchestra; "The Happy Piano Of Ross Parker;" "Words" by Sounds Orchestral, and "Picturesque Matchstickable Messages From The Status Quo."

This repertoire is appearing on the Pye label and its associate Virtuoso, Golden Guinea and Golden Guinea Collector, and Marble Arch lines.

Export manager Harry Castle introduced the Marble Arch Stereo 2 series of double pack albums, each containing two LPs for the price of £1 7s 6d. Extracts were played from the three albums in the initial release, "The Stereo Sound Of Stage and Screen," "Stereo Sound In Concert" and "Late Night Sounds In Stereo."

"We will not release Stereo 2 on a regular basis at present," Castle said. "We'll gauge its progress during the course of a year, and act as the market requires."

Geoffrey Bridge concluded the afternoon's presentation by praising the great liaison and co-operation that existed between the various departments of Pye Records, and then pre-

(Continued on page 73)

CBS/SONY Expects 10% Share Of Market; Automated Pressing Plant Due In Dec.

NEW YORK — Japan's newest label operation, CBS/SONY Records, hopes to establish a 10% share of the Japanese market in three or four years, making the company one of the leading labels there.

This is the projection of Harvey Schein, president of CBS International, who recently returned from Japan, where the CBS/SONY label was officially launched at the Okura Hotel in Tokyo on Aug. 23. At that time, the new company hosted a dealer, critics reception attended by over 600.

Japan's annual record industry sales are presently around $100 million, just behind England's third-place position in the world. Over the next few years sales are expected to reach $110 million, giving CBS/SONY at that time an annual take of $11 million.

Biggest Western Investment

Schein points out that the CBS/SONY disk partnership represents the first time that a western label has had a 50/50 share in a Japanese label operation (Capitol has about a 10% interest in Toshiba). This, he says, will allow for the introduction of many western concepts in disk operations. Among them, Schein notes, are increased emphasis on promotion that "sell through to the consumer," including promotion on the airwaves.

Fulls Automated Plant

Also, Schein observed, the forthcoming CBS/SONY factory will be the first fully automated pressing plant in Japan. Due for completion in Dec., the facility will be constructed on the order of CBS Records' Santa Maria plant in the U.S., with automatic presses imported from the U.S. The plant will be located 120 South of Tokyo, situated between the Japanese capitol and Osaka. The combined markets of the two cities comprise about 60% of the total Japanese record market.

The CBS/SONY catalog started off with 20 classical and 20 pop albums plus 10 local singles and 10 singles from abroad. The company already sports a big hit in Simon & Garfunkel's "Sounds of Silence," a sales bonanza, Schein notes, that is a direct result of the success of the "Graduate" film in Japan. The film, featuring songs by the duo, also catapulted S&G's catalog in the U.S.

Schein said that CBS/SONY would begin considering the distribution of other labels in Japan by 1970, at which time the new company expects to be fully set-up.

CBS/SONY operates out of a new building in Tokyo. The label is staffed by 150 people, many of whom were drawn from the more than 18,000 people who answered employment ads when the company's formation was made known last year. CBS/SONY also rents space at 12 SONY distribution branches.

Akio Morita, exec vp of the SONY Corp., is president of the new label. Noria Ohga, a former well-known lieder singer and engineer in Japan, is managing director.

The CBS/SONY operation ended a 20-year affiliation between CBS and Nippon Columbia, which is presently selling its existing stock of CBS inventory.

At that formal opening gathering, guests were presented with an Inauguration Memorial Album containing two LP's ("Love from Andy," Andy Williams and pianist Andre Watts & Leonard Bernstein conducting the New York Philharmonic Orchestra in Brahams' Piano Concerto Number 2) and brochure explaining the new operation.

100 Dealers Meet At Philips Sales Meet

NEW YORK—Philips Records held its sales conference at the Royal Lancaster Hotel in the afternoon and evening of Sept. 9th. The event was attended by thirty-one overseas delegates, the entire Philips sales force, and about one hundred disk dealers from the London area, the Home Counties and Northern Ireland.

The overseas contingent was as follows. N.V. Philips. Baarn, Holland: P. Zalsman, J. B. Jilderda, E. van der Vossen, Z. W. Wullften Palthe, J. H. Buinink, W. Schippers, and H. Cats; Philips, France: J. Caillart and L. Hazan; Phonogram, SPA, Italy: D. Dilkgraaf; N. V. Phonogram, Amsterdam, Holland: O. Vriezenberg and L. Boudewijns; Norsk Phonogram, Norway: Tveten and L. Lysell: Finnlevy Oy, Finland: O. Ruuskanen; Phonogram, Hamburg, Germany: H. G. Baum and B. Wendel: Phonogram, Frankfurt, Germany: H. Hartmann; Polyphon, Austria: W. Jacobs; Polygram, Belgium: P. Moens: Home Industry Development Corporation, Philippines: A. Lustre; Philips Sonora, Sweden: G. Johnson and B. Nornholm; Trutone, South Africa: Mrs. A. Friedman; Fonogram, Spain: M. de Zuniga; Philips, Switzerland: E. Anderegg; Irish Record Factors: M. Georghegan; Victor Company of Japan: T. Sugimura, A. Mitsui, H. Suda, S. Izaki.

Disk jockey Alan Freeman was compere for the entire presentation and also spoke the commentary of the opening film which recapped on Philips group hits and successes during the last year. Freeman conducted live interviews with Philips group stars John Hanson, Julie Felix, Hedy West, Johnny Dankworth and Cleo Laine, Wally Whyton, the Idle Race, Marty Wilde, Madeline Bell, Mike d'Abo of Manfred Mann, Philips A&R man Johnny Franz, Johnnie Gray, and Johnny "'Chaquito" Gregory during the course of the proceedings. The Mercury group Procession performed live, and so did Fontana flamenco guitarist Paco Pena, who literally stopped the show until he reappeared for a second bow.

Disk jockey David Gell was the soundtrack compere for a promotional movie introducing forthcoming Philips LP product featuring Julie Felix, Jerry Butler, Massiel, Paul Mauriat, the Swingle Singers, Los Paraguayos, Morgan-James, Enrico Macias, Dustiy Springfield, Lois Lane, Jacky, Scott Walker, Madeline Bell, Cleo Laine, Esther and Abi Ofarim, and Harry Secombe, and Mercury group the John Dummer Blues Band, plus Fontana stars the Herd and the Merseys.

The new classical label Festivo was introduced, described as having a cosmopolitan flavor and presenting

(Continued on page 75)

Ricordi's Lucio Salvini On U. S. BizTour

MILAN—Lucio Salvini, top executive of one of Italy's most important record companies, Dischi Ricordi, has just left Italy for a long business tour in the States. While there he will contact people at all of the different American labels represented and distributed in Italy by his firm.

Main purpose of the trip is to discuss the plans for the promotion and the introduction of those top American artists whose records are released in Italy by Dischi Ricordi.

Salvini will include conversations with Bell Records, and Buddah's top executives. Latter is connected with a plan for the next visit in Italy by Buddah's 1910 Fruit Gum Co. as a conclusion of an intensive promotional campaign conducted in Italy on this group, a campaign which is already having an interesting result; The 1910 Fruit Gum Company, is listed in first position on the charts, thanks to "Simon Says." Italian recording of the 1910 Fruit Gum Co. are planned.

Other important meetings are those fixed by Salvini with Dot Records in Los Angeles, where he will discuss promotional programs for the line, particularly concerning on Pat Boone. Also planned is the introduction in Italy of Andy Kim.

Another main subject of various conversations with American firms will be the San Remo Song Festival 1969. It is to be supposed that top American artists will be presented by Ricordi on the San Remo stage for the next contest.

Bill Down's manager of Chris Bartley, Vando recording artist, met Salvini in New York to make an arrangement to get a release of Bartley in Italy and to bring him to Milan and Rome for TV and concerts. Bartley will be in London for three weeks and plans are for an Italian version of his latest record to be made in London.

Pye To Sell-Off KS/Buddah Product

LONDON—Following the acquisition of the Kama Sutra/Buddah catalogues by Polydor Records, Louis Benjamin, managing director of Pye Records has completed negotiations for the sell-off and manufacturing rights for a period of one year, as of Sept. 1. Deal will cover all Kama Sutra/Buddah material released by Pye Records Prior to that date.

Italy

Shirley Bassey will be the TV star in a one-hour show video-recorded in the month of June, at the top Italian Music-Hall La Bussola at Viareggio. In addition to some old hits in her repertoire, the lark will also offer some new tunes: "To Give," better known in Italy with the Italian title of "IO Per Lei," and "if You Go Away," the English version of the French hit "Ne Me Quitte Pas" penned by Jacques Brel.

David Matalon, manager of Cemed Carosello, has announced that Miss Bassey will be in Italy again at the end of the month. She will take part in the top TV contest "Canzonissima."

Other news from Cemed Carosello: good sales have been reported for the recording of Robertino, "Suona Suona Violino." This song has been introduced via the contest "A Summer Disc," and Robertino will again present this tune on the TV screen next week on the show "Ciao Mamma." On September 25th Robertino will leave for a concert tour of the States and Canada.

Cemed Caroselio has announced the release of the first ten jazz albums derived from the United Artists series, Solid State. This series includes some of the most important jazz disks ever released in Italy.

Phonogram will introduce to the Italian market a top German talent, **Roy Black**. The company will release the Italian version of "What A Wonderful World." This song, under the Italian title "Un Mondo Su Misura," will serve as the debut in Italy of Roy Black.

Other news concerning jazz music: Phonogram will distribute in Italy the jazz recordings of the well known top jazz label Riverside. First releases of this label have been scheduled for the end of the month.

Besides Robertino's disk mentioned above, there is another "summer disk" which is still selling well. This is **Orietta Berti**'s Phonogram recording of "Non Illuderti Mai." To help the promotion and the sales of this single, Orietta presented the song in two top TV shows on August 29 and 31. The first show was entitled "Ippocampo D'Oro"; the second, "Vengo Anch'io."

Caterina Caselli, a top CGD artist, is recording her new single for the autumn-winter season this week. Both titles selected for the disk are of Italian origin, penned by **Pallavicini & Conte**: "Insieme A Te Non Ci Sto Piu'" and "Il Dolce Volo."

The summer success of Caterina Caselly, "Il Volto Della Vita," the Italian version of "Days Of Pearly Spencer," has been recognized at the finals of the contest "Festival Bar," which took place at Asiago on September 5th and 6th.

Also released by CGD is the new disk by **Johnny Dorelli**. "A" side of the single is the Italian version of the **Frank Sinatra** chart hit, "My Way of Life," translated into Italian as "Non E' Piu' Vivere."

News from CBS Italiana: English singer **David McWilliams** was present as a guest star at the finals of "Festival Bar" at Asiago, where he presented his first disk sung in Italian, entitled "Fiori Nel Vento."

Also the CBS Italiana group I Camaleonti was present at the Festival Bar contest where they were reported a very big success thanks to their recording of "10 Per Lei," the Italian version of the American hit "To Give." CBS Italiana has also announced the release of their new single, whose "A" side is entitled "Applausi." The group has introduced the new song to the Italian public via a participation on a top TV show early this month.

Bob Lumbroso, manager of the publishing group Ariston left recently for a one-month business tour in the States. He will visit New York, Nashville, and Los Angeles. The main purpose of this trip is to establish contacts with American publishers for the possible representation of their catalogues in Italy. On his way back, he will stop at Paris and London.

Ariston Records is organizing a singing tour in the States and Canada for their singers **Leonardo, Mino Reitano, and Anna Identici**. This tour, according to **Pier Tacchini**, chief of the Ariston International Dept., will serve not only to promote these artists in the North American market, but will help to introduce to those markets the entire Ariston catalog.

Adriano Celentano, who hit the charts with "Azzurro," has finished working as the protagonist of the new **Pietro Germi** film, "Serafino". Celentano was chosen by Germi for this motion picture, which was expressly written for him. Pietro Germi is one of the most famous Italian film directors, and the fact that he has expressly written a film for Adriano Celentano, and has choesen him as a protagonist, is a confirmation of the big talent of this artist.

Celentano was a guest star at La Bussola in Viareggio, where he performed in a special one-hour TV show.

Tullio Gallo, well known arranger and orchestra conductor, is presently in the States where he is releasing a series of LP's devoted to Italian music for various top American record labels.

Italy's Best Sellers

This Week	Last Week	Weeks on Chart	
1	1	11	*Azzurro: **Adriano Celentano (Clan)** Published by Clan (Leonardi).
2	2	6	**La Nostra Favola Delilah: Jimmy Fontana (RCA Italiana), Tom Jones** (Decca) Published by Francis Day.
3	4	13	***Luglio: Ricardo Del Turco (CGD)** Published by Sugarmusic.
4	3	11	***Ho Scritto T'Amo Sulla Sabbia: Franco IV & Franco I (Cellograf Simp)** Published by Leonardi.
5	5	5	***Cinque Minuti E Poi . . .: Maurizio (Saar)** Published by RI-MI.
6	6	13	**Angeli Negri** (Angelitos Negros): **Fausto Leali (Rifi)** Published by Southern.
7	8	18	***La Bambola: Patty Pravo** (RCA Italiana) Published by Mimo.
8	7	10	***Non Illuderti Mai: Orietta Berti** (Phonogram) Published by Sugarmusic.
9	10	10	***Avevo Un Cuore: Mino Reitano** (Ariston) Published by Ariston.
10	9	18	**Io Per Lei (To Give): I Camaleonti** (CBS Italiana) Published by Mimo.
11	—	—	**Simon Says: 1910 Fruitgum Co. (Ricordi)** Published by Esedra.
12	—	—	***Ho Difeso Il Mio Amore: I Nomadi (Columbia)** Published by Sugarmusic.
13	—	—	***Visioni: The New Trolls (Fonit Cetra)** Published by Cetra/Ariston.
14	12	4	***Balla Linda: Lucio Battisti (Ricordi)** Published by El & Chris.
15	—	—	***Il Vento: I Dik Dik (Ricordi)** Published by Ricordi.

*Denotes Original Italian Copyrights

Argentina

It was CBS' turn this week for cocktail parties, one of them on the artistic and another on the top-exec level. British artist **Georgie Fame** arrived in Buenos Aires, top tape TV programs to be aired by Channel 9 under the sponsorship of Kleinman's Modart stores; CBS' press meeting for him was held at the British Club and, as is not usually the case, it was really possible for the newsmen and deejays to have a chat with the artist. The other gathering, at the American Club, was held to honor **Manuel Villareal**, who is in charge of the Latin American area for CBS. He arrived from Mexico on a business mission, spent a few days in Buenos Aires and has now returned home.

Music Hall's **Luis Calvo** feels confident about the future of his diskery, which has gained force from the strengthening of the market reported by us a couple of weeks ago. The diskery is enjoying strong sales from its catalog, both in the regular and budget priced sections, and Calvo expects that it will also get a couple of records into the Top Ten of Argentina in a few weeks since powerful releases, according to this report, are prepared. MH is also expanding its line of four and eight-track cartridges, and is also marketing casettes, offering the whole variety for this market.

Odeon is backing strongly and obtaining good results with the new album by British chanter **Tom Jones**, who is establishing himself as a strong name in this country. The LP, and a new single, "Gli Occhi Miei," are receiving strong air play and will surely have good sales. Also from Odeon there is a new series of budget priced albums under the Coleccion Musical logo, as well as singles by the **Turtles, Lulu** and the **Human Beinz**.

Phonogram is promoting the new album by Italian puppet **Topo Gigio** through radio advertising and other media. Since the LP by Topo sold extremely well, it is expected that the album, which also appears under the Polydor logo, will also turn into a chartbuster. On the local side, there is a single by the **Duo Salteño**, with the latest tunes written by composer **Gustavo Leguizamon**, and an LP devoted by new names in folk music.

Mauricio Brenner of Fermata sends word about the promo being devoted to the new album by chantress **Mina**, cut for her own PDU label and distributed here by Fermata. There is also a new album by **James Brown**. Several recordings from Brazil are also being readied.

Enrique Iriberri from Surco told us about the release here of the new album by the **Rascals**, originally released by Atlantic in the States. There are already three LP's by this group on the market here, and Iriberri expects this one to sell strongly. There will be also an album by **Otis Redding, "Dock of the Bay"**. Three singles are already available: **Otis Redding's** "Happy Song", **Aretha Franklin's** "Think", and the single by the **Soul Clan**: "Soul Meeting".

RCA is rush-releasing the recording made by **Palito Ortega** during his stay in México. The dish is called "La Primavera". Ortega is now finishing a tour of the Americas which includes Los Angeles, Mexico and several Latin American countries. Another RCA act, **Los Gatos**, is starting a tour that will finish at the Rio de Janeiro Song Festival, and include Paraguay, Bolivia and Peru; a new LP will be released after their return.

Lucia Milena from Milrom reports that his pubbery has acquired control in this market of the **David Mc Williams** tunes, including his current hit "The Days of Pearly Spencer". Milena is also negotiating other European catalogs, and promises good news for the near future.

Disc Jockey is working on the promotion of the album recorded in Spain by **Augusto Algueró** with a selection of the current international hits, including the top seller "Delilah". The diskery is negotiating the release of local recordings in several European countries, and some of its artists, including of course **Rosamel Araya**, will probably travel to Europe soon for personal appearances. On the local side, there will be new LP's by **Araya** and **Pepito Perez** very soon.

Microfon's **Mario Kaminsky** reports that a schedule for Buddah and Chess-Checker-Cadet releases has been established running through the end of the year, which will make available the labels' disks in Argentina at almost the same time as in the States. The diskery has also renewed the contract with its representative in Japan, covering several tango albums it has released. Microfon is constantly increasing its sales force in the interior on the country, to achieve full coverage of the market; as we informed before, the label became fully independent once more a few months ago after a distribution agreement with RCA was ended amicably.

Argentina's Best Sellers

This Week	Last Week	
1	1	***Porque Yo Te Amo** (Melograf) Sandro (CBS)
2	2	**Topo Gigio** (EP-Polydor)
3	3	**The Music Played** Matt Monro (Odeon)
4	6	**Yo Tengo Penas** Herve Vilard (Philips)
5	4	**Eu Te Amo, Eu Te Amo** Roberto Carlos (CBS); Billy Bond (Music Hall)
6	5	**Delilah** (Fermata) Jimmy Fontana, I Nomadi (RCA); Tom Jones (Odeon); Willy Martins (EMI); Raymond Lefevre, Augusto Algueró (Disc Jockey); Mafasoli (Fermata); Miguel Ramos (Music Hall); Paul Mauriat (Philips)
7	7	**Con Eso Me Pagas** Pepito Perez (Disc Jockey)
8	10	**Llorona** (P. Domain) Raphael (Odeon); Cuco Sanchez (CBS); Hugo Marcel (RCA)
9	12	***Una Muchacha Y Una Guitarra** (Ansa) Sandro (CBS)
10	11	**El Trotamundos** (Relay) Nicola de Bari (RCA)
11	9	**Etteins La Lumiere** (Korn) Charles Aznavour (Disc Jockey)
12	8	***Estoy Celoso** (Clanort) Palito Ortega (RCA); Roberto Yanes, Carlos Radaelli (Music Hall)
13	14	**Gimme Little Sign** Connection Number Five (RCA)
14	—	***La Primavera** (Clanort) Palito Ortega (RCA)
15	13	**Honey** (Relay) Bobby Goldsboro (UA-CBS); Ray Conniff, Sandro (CBS); Grupo Cinco (EMI); Walkers, Roberto Yanes (Music Hall); Hugo Marcel, Tommy James, Barbara & Dick (RCA); Lucio Milena (Disc Jockey); Billy Bond (Music Hall)
16	20	**Days of Pearly Spencer** (Milrom) David McWilliams, Raymond Lefevre (Disc Jockey); Caravelli (CBS); Franck Pourcel (Odeon)
17	15	**Felicidad, Felicidad** (Relay) Iracundos (RCA) (EP)
18	18	**Cuando Roberto Carlos** (CBS); Billy Bond (Music Hall)
19	16	**La Bambola** (Relay) Patty Pravo (RCA)
20	—	**The Good, The Bad & The Ugly Soundtrack** (UA-CBS)

*Local

CashBox Brazil

The long list of international attractions presented in Brazil during the current year was enriched recently by two chanters of popularity: from England came young songster **Georgie Fame**, who recently had his interpretation of "The Ballad Of Bonnie And Clyde" on the local charts (a CBS recording), and was presented on TV and made personal appearances in São Paulo and Rio de Janeiro; from Latin America came one of the all-time favorites in this country, **Roberto Yanes** (Fermata), who is touring the most important clubs in the country and appearing on TV specials.

One of the most important local diskeries, after a long period of silence, has made big news: Discos Continental, under the supervision of A&R pro **Nazareno de Brito**, is in a period of reorganization with a complete new crew, aiming not only to gain a better place in the internal market but also to attain international results. More important news is promised in the weeks to come.

After the **Ray Charles** Brazilian tour a couple of years ago, the popularity of this chanter had practically disappeared here, but it seems that a new era started for the internationally popular US artist. The Fermata label, which is now representing ABC Records, just released an excellent album by Charles, titled "A Portrait of Ray", which is selling strong in the record shops here, with special heavy airplay for his rendering of the **Beatles'** hit "Eleanor Rigby" (in five days, 3,000 copies sold!). In regard to the Fermata label, a new Italian label is being launched here by its rep, with chantress **Mina**, the star of "PDU"—in this single. The popular lark, who also visited Brazil during the strong international year, interprets a composition by Brazilian **Chico Buarque de Hollanda**, titled "Tem Mais Samba" b/w the San Remo number "La Vocce Del Silensio". For the **Som Maior** label of the same group, a recording of the original Chess label, brings to the public's attention the excellent US chanter **Billy Stewart**, with his single "What Have I Done" b/w "Tell Me The Truth"; soon the album which contains a sure best-seller with "Summertime" will also be available.

Wilson de Moraes, pr man of Edicoes Euterpe, comes news about the current his "Uma Prece Para Os Homens Sem Deus", penned by **Gordorinha** and cut by **Ary Lobo** for the Cantagalo label, and from the pubbery's catalogue.

The local Chantecler label is making an extra special promotion for the visit and presentation of Decca artist of organ-piano-and-song **Earl Grant**, whose "double-compact" with the alltime hit, "The End," is appearing on the Brazilian charts. Also from the Chantecler label are the following releases: Decca released albums by **The Hobbits** and the orchestra of **Sammy Kaye**, chantress **Annie Ross**, and the "At The Apex Club" live recording by **Jimmie Noone & Earl Hines**. The Italian music scene is present with disks by **Milva** ("Cuando Sali De Cuba" b/w "M'Ama, Non M'Ama"), **Wilma Goich**, Equipe 84, **Ricky Gianco, Gino Paoli, Gian Pieretti** and the late **Luigi Tenco**, all Ricordi originals. From Brazil come recordings by **Carlos Cesar** ("É De Samba") and guitarist **Poly** ("Ultima Estrofe") with his Hawaian guitar. Celebrating the Anniversary, Chantecler will release the first full recording of the Brazilian opera "Guarany", by Brazilian composer **Carlos Gomes**, born in Campinas.

Another company which is celebrating the Anniversary is the local RCA Victor, and some releases are in honour of the Anniversary, while a local TV station (Record, Channel 7 of São Paulo) dedicated one of its popular programs to its artists, A special hommage has been offered to one of the most popular chanters from Brazil, Vicente Celestino, who died recently.

The special promotion of the month for the CBS label is dedicated to the visiting British singer Georgie Fame and also to **Donovan** and local romantic songster **Carlos Jose**, whose recently released album, "Saudade E Esperança," is having good sales. There has also been news from recently pacted artists of the label: Neneo and **Regina Lucia**, who cut her debut disk, "Se Quer Amar," which has now been released.

There is news in the local press announcing that the "Third International Festival of Popular Song" may not take place this month—the reason is the recent devaluation of the Cruzeiro and changes in the exchange policies of the country. It would be a pity if this happens since the Fest was already being considered a must for the artists, composers, publishers and other people related to the music world.

Australia's Best Sellers

1	2	3	**Dream A Little Dream Of Me** (Mama Cass-RCA) Allans Music.
2	5	2	**Do It Again** (The Beach Boys-Capitol) J. Albert & Son.
3	1	9	**MacArthur Park** (Richard Harris-RCA) Cromwell Music.
4	7	9	**The Orange & The Green** (Irish Rovers-Festival) Essex Music.
5	10	2	**Help Yourself** (Tom Jones-Decca) Leeds Music.
6	10	2	**You Keep Me Hangin' On** (Vanilla Fudge-Atlantic) Castle Music.
7	—	1	**Classical Gas** (Mason Williams-Warner Bros.) Rondor Music.
8	3	3	**Abergavenny** (Marty Wilde-Philips) Leeds Music.
9	—	1	**Dear Heart** (Mike Preston-Spin) Chappell & Co.
10	4	8	**Indian Lake** (The Cowsills-MGM) Essex Music.
10	8	5	**Impossible Dream** (Jim Nabors-CBS) Sam Fox.

Argentina's Top LP's

1	1	**El Angel**—Palito Ortega (RCA)
2	2	**Digan Lo Que Digan**—Raphael (Odeon)
3	3	**Una Muchacha Y Una Guitarra**—Sandro (CBS)
4	—	**Topo Gigio**—Topo Gigio (Polydor)
5	4	**Le Neon**—Adamo (Odeon)
6	—	**Delilah**—Tom Jones (Odeon)
7	5	**En Castellano**—Adamo (Odeon)
8	—	**Juguemos En El Mundo**—Maria Elena Walsh (CBS)
9	7	**Los Gatos**—Los Gatos (RCA)
10	10	**La Tia Leonor**—Tia Leonor (Trova)

CashBox Australia

Electronic Industries Ltd., a vast complex of Australian companies and functions, and the manufacturers and marketers of Astor brand products including records and tapes, have announced a net profit of (Aust) $1,525,975 for the financial year ended June 30, 1968. This is an increase of $200,000 over the previous twelve months. There is no indication of the percentage of the profit due to the record division operations. The record department of Astor, which includes their own processing & pressing plant, and the only high-speed Cassette and reel-to-reel tape duplicating plant in Australia, is headed by Neville Smith.

As of October 1st, EMI will take over the pressing and marketing of the Dunhill catalogue in this country which has so far been handled by RCA here. The Dunhill material will issue on the Stateside label with a credit to the originating company; and it is expected that the first artist released under the EMI/Dunhill will be Richard Harris. There is a very strong possibility that EMI will soon also secure the Australian rights to at least one other strong and well-established American catalogue which is represented by another company at the moment. More on this later, but it will happen.

Spin Records (handled nationally by Festival) through Phillip Productions & Harry M. Miller, have issued an album of the 1968 Australian Cast presentation of the musical, "The Boy Friend"; with words and music by Sandy Wilson. The show is popular and the record deserves to sell well.

New locally-produced singles issued through the Festival organisation bring: The Clan with "Peeping Tom" & "Sunday Afternoon"; Reg Lindsay with "Truck Drivin' Man" c/w "Bowen River Rodeo"; Phil Jones has "I Really Love You" c/w "This Time"; The Love Machine returns with "The Lion Sleeps Tonight" & "Lonely Hearts Club Xmas Party"; and the Kevin Kitto Singers present "The Lights Of Adelaide" and "Let's Go Walkabout."

Two rather interesting single re-issues have come from EMI on their Decca label. First is the original Tom Jones version of the current Herb Alpert click, "To Wait For Love"; which is on the back of the Jones hit, "It's Not Unusual." The second features English-born, now Australian resident, Mike Preston with "No Strings" and "Nobody Told Me." This one has been rushed out to pick-up on the present popularity of the artist who is scoring well with his version of the Mancini song, "Dear Heart," on the Spin logo. Mike Preston has settled in Melbourne, where he is one of the regular comperes of the long-running television series, "In Melbourne Tonight." Preston's version "Dear Heart" (recorded locally) has been a number one success in Melbourne; due, in part, to the fact that he uses the song to open his telly show each week.

Rapidly gaining in popularity here is the Mason Williams (Warner Bros.) single version of "Classical Gas," which is now enjoying national sales. The record has been around for a while, and it is due to the persistent promotion efforts of Des Steen and his boys that "Classical Gas" is now starting to gas everyone. The record is issued here by Australian Record Co.

One of the most widely-heard deejays in this country (if not the most widely exposed of them all) is Dick Williams, who is with the Australian Broadcasting Commission, the Federal Government Network. Apart from his local programs, many of which are national; several of his sessions are aired on radio Australia, the overseas service which beams all over the world. Dick Williams plays a good number of Australian-produced records, and his efforts are now enabling them to be heard internationally . . . which is just what many Australian records need.

New sheet music issues from J. Albert & Son, include "Turn Around, Look At Me"; "Do It Again"; "People Got To Be Free"; "I'll Be Your Baby Tonight"; "The Music Played"; and "Theme From 'Valley Of The Dolls'." Albert's have also secured the rights to the hot Ray Stevens songs, "Mr. Businessman." Two compositions by George Young & Harry Vana (of The Easybeats) have been locally recorded. "Peculiar Hole In The Sky" by The Valentines, and "Such A Lovely Day" by R. Black & The Rocking V's. The same publishers have also secured the copyright in two Australian songs composed by John Jones and recorded on the new Natec label by The Wright Of Waye, "Penelope Play" and "You Can't Do It Alone."

Australian Record Company, Limited, are out with an album called simply "John Rowles," on their CBS logo. The set contains his first big international hit; "If I Only Had Time," and several modern standards such as "By The Time I Get To Phoenix"; "Lonely Street"; "Only You" and "Honey." Rowles should sell plenty of this package here because he has thousands of fans as a legacy of the time he spent in Australia before he moved to London.

New sheet music releases from Chris Vaughan-Smith at the Southern Music operation, are "Smokey Blue's Away," recorded by A New Generation, on Festival; "Sunshine Girl," recorded by Herman's Hermits on Columbia; and "Suddenly There Was You" as recorded by local singer Warren Williams for Festival records. This latter title is a French original under the title of "Les Roses Blanches" . . . the English lyric was written by Dorothy Dodd.

New locally-recorded product of late includes The Virgil Brothers second single, "Here I Am" c/w "Shake Me, Wake Me" (Parlophone); Little Pattie & Grantley Dee are together for the first time dueting on "Nothing You Can Do But Cry" c/w "Love Is A Happy Thing"; John Rupert has "Tightrope" and "Put A Bar In My Car."

A most interesting local album has recently been issued by RCA. It is a complete cast package of a rather unique piece of Australian literature called "The Sentimental Bloke" written way back in 1915 by C. J. Dennis . . . It is as Australian as the digger's hat with the side turned up!!! The set was produced by Jeff Dugan for the Australian Broadcasting Commission, and features the talents of Neil Williams, Janes Crawford, Jimmy Hannan, Jill Perryman, Bobby Bright, and Muriel Luyk, with Frank Thorn conducting the orchestra and Chorus. Publishing rights are held by Chappell & Co., and RCA have the disc out in both stereo and mono. A rare piece of Australiana.

W & G Records have now converted some of their best-selling albums over to reel-to-reel tape with reportedly good results. Among them is one of this country's finest C & W talents Kevin Shegog with his album called Great Country Songs"; another is the instrumental group, The City Slickers headed-up by A & R man Jack Varney with a tape known as "Old Time Dance Party." There is also a pre-recorded tape by folk artist Dennis Gibbons entitled "Bush Songs."

The Philips people are doing a special promo campaign on the four classical albums in their range featuring the celebrated violinist Henryk Szeryng. The artist is now in Australia for his second national concert tour of this country.

Japan

As usual Japan is receiving a good many artists from abroad during the autumn season. The **Ramsey Lewis Trio,** whose visit was long awaited by pop-jazz fans, is now in Japan. More than 20 albums have been already released by the World Group-Victor under the Globe label. The Trio is booked for five cities, a TV show, and radio interviews. **Tony Bennett** is also appearing in Tokyo now. **Carmen Cavallero** is scheduled to make a one-month nationwide tour beginning the end of this month. Late in October the **Modern Jazz Quartet** is to arrive. On this occasion, King Records will release their album "MJQ/On Tour." Pop orchestras assigned to the tours in Japan this autumn are the **Glenn Miller Orchestra** and the **Welner Muller Orchestra.** In December Japan will have Italian trumpeter **Nini Rosso,** who has maintained wide popularity here since his previous visit in '67. **The Alexandrov Song & Dance Ensemble of the Soviet Army** will shortly arrive, and their albums have been introduced by Victor and Columbia. In the classic music field, following the current successful tour of the **Concertgebouw Orchestra,** Amsterdam, two other orchestras are scheduled to give several concerts in October: **Orchestre de Chambre Jean-François Paillard of France** and **Chor der St. Hedwigs-Kathedrale Berlin with Orchestre der Beethovenhalle Bonn.** Among the visiting soloists, **Claudio Arrau** is especially noted. Philips Records has been making an advance promotion for this pianist by releasing a deluxe album of Beethoven sonatas.

The latest release schedule of Philips Records-Victor includes such 17cm singles as "I Close My Eyes And Count To Ten" by **Dusty Springfield,** "Last Night In Soho," by **Dave Dee, Dozy, Beaky, Mick & Tich,** and "One More Dance," by **Esther & Abi Ofarim,** all from the English hit chart, and the French No. 1 hit "Rain And Tears," by **Aphrodite's Child.** In addition two Uni recordings have been rush-released under the Philips label: "Grazing In The Grass," by **Hugh Masekela,** and "Brooklyn Roads," by **Neil Diamond.** Philips-Victor has been a leading label in producing the local pop groups, but now they have started proceeding wider into the local repertoire market by launching new solo singers with an extensive campaign.

Best selling singles of international repertoire per company during August have been announced as follows. On RCA-Victor, **the Monkees** are predominant as usual with "D. W Washburn" and "Valleri," following by "Master Jack," by the **Four Jacks & A Jill,** "Elevator," by the **Grapefruits,** and "The Ballad Of the Green Berets," by **Barry Sadler.** The last item has come back due to the recent release of the Warner Bros-Seven Arts film. It is reported that the Kyodo Kikaku Agency is negotiating to bring the Monkees to Japan. The World Group-Victor has made a constant seller of "Pata Pata" by **Miriam Makeba,** with the help of her visit, as well as "Elusive Dream," by **Nancy Sinatra** and **Lee Hazelwood,** "Things," by **Nancy/Dean Martin,** and two **Temptations'** singles, "My Girl," and "Since I Lost My Baby." On Philips-Victor the success of "The Legend of Xanadu," by the Dave Dee group is remarkable; "Joanna," by **Scott Walker,** and "Mony Mony," by **Tommy James & the Shondells** are rising. Now Nippon Columbia has to fully depend on Buddah for the international hit materials. Their current best selling items are "Simon Says," and its follow-up, "May I Take A Giant Step," by the **1910 Fruitsgum Co.,** and "Yummy, Yummy, Yummy," by the **Ohio Express.** On Toshiba, "To Sir With Love," by **Lulu,** "Rhythm Of The Rain," by the **Cascades,** and "Congratulations," by **Cliff Richard** are still selling. Grammophon has made a smash with "The Dock Of The Bay," by **Otis Redding,** and the **Bee Gees'** "Words" and "Jumbo." Teichiku's selling items are "Elizabeth 1 & 2," by **Nina & Frederik,** and "Juliet," by **Ola & the Janglers.** On King, "Jumpin' Jack Flash," by the **Rolling Stones,** has moved up following their "Tell Me." "Isabelle," by **Charles Aznavour,** and "A Man Without Love," by **Engelbert Humperdinck,** have been successful, too.

The initial sale of CBS-Sony Records is reported to have been started well with a single of "Sound Of Silence/Mrs. Robinson," by **Simon & Garfunkel,** and an original sound track album of "The Graduate," which were sold out at many shops on the first day. But this is the hit initially made by Nippon Columbia and transferred to the new company, and as for the other CBS-Sony releases there is not yet an account of special market reaction available.

Keibun-sha, special phono-sheet maker, will proceed into the pre-recorded tape market by initiating the release of music cassettes. The company has been working upon the sale of 8-track cartridge tapes since this April and now they are aiming to catch the young buyers with the musi-cassettes which, containing 10 titles in each, will be composed of the local hit songs or the standard easy-listening numbers and sold under the economical price, Yen 1,800 ($5.00).

EAST MEETS WEST—The Brothers Four, whose popularity on the International level keeps them busy globe-hopping, were recently in Japan for two weeks of concerts. The group arrived in town a few days early in order to attend the CBS/Sony Records opening ceremony, where they introduced their new single, "I'll Be Your Baby Tonight" b/w "If We Only Have Love," to more than 500 dealers who were invited to attend the ceremony.

CBS/Sony local aritsts Ari Honabusa (l.) and Chiaki Asao were on hand at Tokyo International Airport to greet the group upon their arrival from Seattle, Washington.

France

CBS France is delighted: The firm recorded in Paris **Charles Brutus Mc Clay,** a very promising young Scotsman living in Paris. The record has been selected for release in most countries of the world starting with the United States. **Patrice Fabien,** who is Brutus Mc Clay's producer, is presently producing a newcomer under the CBS label. She is **Mary Kant,** who makes her entry on the French market with a song titled "Les Ailes Mouillées."

CBS is about to release a double album of the original soundtrack of **Francois Reichenbach's film** "Mexico, Mexico." The exceptional importance of the musical elements made it impossible to split it into a single LP. **The Tremoloes** ("Helule Helule" and "Suddenly You Love Me," the title made famous in France by **Joe Dassin** as "Siffler Sur La Colline") will be coming to Paris on their first visit for the Salvador Special TV Show on October 9. CBS has released two LP's by **Simon and Garfunkel.** One is the soundtrack of the film "Le Laureat" ("The Graduate") released in Paris on September 4, and the other is an LP called "Bookends," both high on the charts and both including the song "Mrs. Robinson."

Léon Cabat, Vogue Records prexy flew to London to participate in the Pye convention. Cabat met **Mike Maitland,** president of Warner Bros., and Phil Rose in London. Maitland and Rose are beginning a European tour which includes France. **Henri Marchal,** who manages Sunny Music, has signed a contract for the French rights to "People Got To Be Free" (**the Rascals**). This song was number 1 on the **Cashbox** US chart for three weeks. Marchal also got the rights to a big American hit: "Mr. Businessman," by **Ray Stevens.**

Henri Marchal did a deal with **Monty Babson** of Morgan Records in London for the release in Great Britain of a record sung in English by **the Trio Athénée.** In Italy Durium will soon release a record in Italian by that Greek vocal group.

Philips artist **Enrico Macias** is in Israel for several recitals. Macias, a Frenchman born in North Africa, is becoming a great international star. He will be at the Albert Hall in London on October 27th before beginning an extensive tour of the United States. He will sing in New York, Chicago, Hollywood, Houston, Washington, Philadelphia, New York, and Boston. This tour will close at the end of November.

France's Best Sellers

1	**F Come Femme** (Salvatore Adamo) Voix de son maitre; AA Music
2	**Petite Fille De Français Moyen** (Sheila) Carrère; Carrère
3	**Rain And Tears** (The Aphrodite's Child) Philips; Jenner Music
4	**Irresistiblement** (Sylvie Vartain) RCA; Tournier
5	**Cuisse de Mouche** (Pierre Perret) Vogue; Vogue International
6	**Jeune Homme** (Johnny Hallyday) Philips; Bernet Music/Tulsa
7	**Baby Come Back** (The Equals) Fontana; SEMI
8	**Pour Etre Sincère** (Herbert Léonard) Philips; AMI
9	**My Year Is A Day** (Les Irresistibles) CBS; April Music/Tournier
10	**Hey Jude** (The Beatles) Odeon; Northern/Tournier
11	**Siffler Sur La Colline** (Joe Dassin) CBS
12	**A Man Without Love** (Engelbert Humperdinck)
13	**Allez Donc Vous Faire Bronzer** (Sacha Distel) EMI; Prosadis
14	**Una Canzone** (Mireille Mathieu) Barclay; Banco
15	**Monja** (Peter Holm) Riviera; Vogue International

Japan's Best Sellers

ALBUMS

This Week	Last Week	
1	1	**Scott 2**—Scott Walker (Philips)
2	3	**Dock Of The Bay**—Otis Redding (Atlantic)
3	2	**Tempters First Album**—The Tempters (Philips)
4	—	**Sound Of Silence**—Simon & Garfunkel (CBS Sony)
5	—	**Sergio Mendes & Brasil '66 No. 2**—Sergio Mendes & Brasil '66 (A&M)

LOCAL

1	1	**Hoshikage-No Waltz**—Masao Sen (Minoruphone)
2	2	**Otaru-No Hitoyo**—Tokyo Romantica (Teichiku)
3	3	**Shianbashi Blues**—Colo-Ratinos (Columbia)
4	5	**Shinjuku Sodachi**—Y. Tsuyama & H. Ohki (Minoruphone)
5	7	**Hana-To Cho**—Shinichi Mori (Victor)
6	6	**Kiri-Ni Musebu Yoru**—Ken Kuroki (Toshiba)
7	4	**Hoshi-O Minaide**—Yukari Itoh (King)
8	8	**Kushiro-No Yoru**—Kenichi Mikawa (Crown)
9	—	**Tabigi-No Hitoyo**—Tokyo Romantica (Teichiku)
10	9	**Ai-No Sono**—Akira Fuse (King)

INTERNATIONAL

1	1	**C. C. C.** — The Tigers (Polydor) Publisher/Watanabe
2	3	**Sound Of Silence**—Simon & Garfunkel (CBS) Sub-Publisher/Shinko
3	2	**Chiisana Snack**—The Purple Shadows (Philips) Publisher/Shinko
4	4	**Emerald-No Densetsu**—The Tempters (Philips) Publisher/Tanabe
5	5	**Simon Says**—1910 Fruitgum Co. (Columbia) Sub-Publisher/Kas-Kat Music
6	6	**Girlfriend**—Ox (Victor) Publisher/Tokyo
7	9	**Dock Of The Bay**—Otis Redding (Atlantic) Sub-Publisher/Taiyo
8	10	**Jumpin' Jack Flash**—The Rolling Stones (London) Sub-Publisher/Shinko
9	11	**Taiyo-Wa Naiteiru**—Ayumi Ishida (Columbia) Publisher/Nihon Music
10	8	**Tenshi-No Yuwaku**—Jun Mayuzumi (Capitol) Publisher/Ishihara
11	7	**D. W. Washburn**—The Monkees (RCA Victor) Sub-Publisher/Shinko
12	12	**The Legend Of Xanadu**—Dave Dee, Dozy, Beaky, Mick & Tich—(Philips) Sub-Publisher/Tokyo Music
13	13	**Sogen-No Kagayaki**—The Blue Comets (CBS) Publisher/Watanabe
14	—	**Koi-No Kisetsu**—Pinky & Killers (King) Publisher/All Staff
15	—	**Tell Me**—The Rolling Stones (London) Sub-Publisher/Shinko

SOUND OF GOLD has been the consistent noise made by the soundtrack album from "The Sound of Music" since its release 10 years ago. RCA's Ontario branch mined quite a bit of the gold with sales of the set over the quarter million mark. In recognition of the achievement, Ontario branch manager Jack Feeney (r.) was presented with a special award by RCA Victor's vice president George Harrison, the first such award ever presented to a Canadian branch office.

DUTCH APPLE—The Beatles' Apple label was kicked off to a fast start in Amsterdam through its Holland representative, Bovema, at a party for Dutch press, radio and TV personnel at the popular "King's Club." A color film was shown, followed by meetings with Apple managing director Ron Kass and two Apple artists who had flown in for the event. Shown above are Kass, Mary Hopkins (whose "Those Were The Days" is already climbing the local charts), Paul Acket (Cash Box rep), Gerry Oord (Bovema president) and Jackie Lomax (another Apple artist).

MAKEBASH—Miriam Makeba found a friendly welcoming committee upon her arrival in Tokyo recently for a two-week concert tour which spread into five cities. The African lark also had a heavy promotion sked, including TV and radio spots and press interviews.

CashBox Holland

Ben Bunders (29), long time show-business-reporter and, for the last two years columnist for the Dutch daily "Het Vrije Volk", joined Philips Phonographic Industries in Baarn, Holland, on September 1. He will be involved in the popular exploitation department. Bunders played a rather active role in jazz and pop music in Holland. He founded Boy's Big Band, which played in this year's Jazz Festival in Juan-les-Pins (France) with Betty Carter. Bunders is also chairman of the State-Subsidet Dutch Jazz Foundation, was a member of the jury for the Edisons, the highest record award in The Netherlands, and is producer of his own two hour weekly pop show on Dutch radio.

Iramac has conquered the number one position in the budget market with the acquisition of SAGA Records from London, England, providing the company with a wonderful catalogue of all kinds of music from England and America. From Germany, Iramac already has experienced great success with the import of Europa and Somerset albums, providing the company with all kinds of music from Germany. In its SAGA catalogue, Iramac has issued albums by Segovia, Ray Charles, Caruso, Charlie Parker, Elisabeth Schwarzkopf and many others of the world's greatest artists.

New CBS releases in the popular LP field include Simon & Garfunkel's album: "Wednesday Morning 3 A.M."; **Lefty Frizzell's** latest album, entitled "Puttin' On"; an LP by **Mahalia Jackson** containing the best-beloved hymns of Dr. Martin Luther King, Jr.; the latest album by **Gene Pitney**: "Something's Gotten Hold Of My Heart"; an LP by the **Dave Brubeck Quartet**, recorded live in Paris: "The Last Time We Saw Paris"; **Frank Sinatra's** "Someone To Watch Over Me" and **The New Christy Minstrels'** "On Tour Through Motortown"; as well as the release of the Original Broadway Cast Album of "Cabaret" with among others, **Jill Haworth, Jack Gilford, Bert Convey** and **Lotte Lenya**. CBS hit-singles of this moment include **Gary Puckett & the Union Gap's** "Lady Willpower", **O.C. Smith's** "The Son Of Hickory Holler's Tramp" and the **Cupids Inspiration's** "Yesterday Has Gone".

The famous Blue Horizon group **Peter Green's Fleetwood Mac** will be in Holland September 27/28/29, making in-person appearances as well as appearances on TV. CBS released 2 singles by the Fleetwood Mac as well as their first album; during their visit to our country CBS will release their second album, entitled "Mr. Wonderful".

After concerts by **Udo Jürgens** and **Jefferson Airplane** and the **Doors**, impresario **Paul Acket** is definitely bringing to Holland **Peter Green And the Fleetwood Mac, the Tages, World Of Oz, Ray Charles and His Orchestra** plus the **Raelets, the Bee Gees, the Nice, "American Folk Blues Festival 1968", Oscar Peterson Trio, Mothers Of Invention, "Newport Jazz Festival In Europe"** featuring the **Dave Brubeck-Gerry Mulligan Quartet, 1968 Dizzy Gillespie's Big Band** and many others, **Small Faces, Jimmy Smith Trio** etc. etc. Negotiations are underway to present in Holland **Julie Driscoll, Nina Simone, Arthur Conley** and the **Beach Boys**. Paul Acket just concluded deals with British agencies, which resulted in tours of Dutch groups in England. Definitely set are tours by **Cuby & the Blizzards**, (October 3-13), **Motions** (October 24-27), **Golden Earrings** (Nov. 7-17), the **Free** (last week Nov. plus first week Dec.).

The Valley copyright, "Ice In The Sun," (Leeds Holland) by the **Status Quo** entered the Dutch Top 40 in the 40th position one week ago and now already has the arrow-market 28th position. Jobete Music has a hit in Holland again. After the success of "Get Ready" by the Dutch group, **Blues Dimension,** (38 in the charts); "I Gotta See Jane" (Impala Basart) by **R. Dean Taylor** jumped into the list and holds an arrow-marked 32nd position. "Classical Gas" by **Mason Williams** is at last going to be a big hit over here: the song enjoys a tremendous airplay and got the number 26 spot in the charts this week.

Five Basart controlled copyrights are in the top-ten this week. Maintaining strong positions are Vivace-Basart's "Ich Bau' Dir Ein Schloss" (2), "I've Gotta Get A Message To You (3), "Times Were When" (Connelly Basart) (8), "Fire" (Essex-Basart) (7), and "America" (9).

With **Sam & Dave's** "You Don't Know What You Mean To Me" still in the Top-40, Arena Holland reports increasing sales for "Amen" by **Otis Redding**. "America" by the sensational **Nice** has become a smash in Holland. The song reached the top ten this week in the 9th position. Local recordings were obtained of "Here We Go Again" (Leeds) and "Lovely Loretta" (Dratleaf), which were recorded by Dutch vocal group **"Buffoons"** on the Imperial label. Dutch songstress **Linda van Dijck** is going to record the Combine copyright, "You Don't Love Me" and newcoming Dutch star **Annet Hesterman** has recorded on the Philips label the Maribus copyright. "Something's Gotten Hold Of My Heart". A big publicity and promotion campaign is planned for this record by the record company.

Bospel Music N.V., Amsterdam, has 4 hits in the official Dutch charts.

Also other German successes controlled in Holland by Bospel Music have received Dutch versions: "Telegramm Aus Tenessee" (M.d.W.), "Lass Mich Nie Allein", "Olé Okay", (Budde), "Flower Power Kleid" (Meisel) on the Carpenter label and "Zigeunerjunge" on the Philips-label.

Bospel Music concluded an exclusive contract with the producers of the new Minstrel label for all copyrights to be recorded. From the USA Bospel Music got the rights of the latest **Dean Martin** single "April Again".

The just-released LP by Dutch top singer **Ben Cramer** (Omega) has 9 Gospel titles among which is a composition by managing director **Joop Gerrits** entitled "Who's That Man".

Looking back at the results of 1968, Bospel Music will be present again at the MIDEM with their own stand, this in co-operation with Bospel Music Belgium and Bospel Music Paris.

Last but not least Bospel got the rights for the latest singles of, among others, **Rex Gildo, Drafi Deutscher, Anna Lena, Siw Malmkwist, Arlette Zola.**

Holland's Best Sellers

1	3	**Dong-Dong-Di-Ki-Di-Gi-Dong** (The Golden Earrings/Polydor) (Dayglow/Hilversum)
2	1	**Ich Bau' Dir Ein Schloss** (Heintje/CNR) (Vivace-Basart/Amsterdam)
3	2	**I've Gotta Get A Message To You** (The Bee Gees/Polydor) (Basart/Amsterdam)
4	5	**Rain & Tears** (Aphrodite's Child/Mercury) (Altona/Amsterdam)
5	9	**Lady Willpower** (Gary Puckett & the Union Gap/CBS)
6	—	**Alouette** (Gilles Dreu/AZ Records) (Altona/Amsterdam)
7	6	**Fire** (Arthur Brown/Track) (Essex-Basart/Amsterdam)
8	4	**Times Were When** (The Cats/Imperial) (Connelly-Basart/Amsterdam)
9	—	**America** (The Nice/Immediate) (Basart/Amsterdam)
10	8	**Callow-La-Vita** (Raymond Frogatt/Polydor) (Morris-Chappell/Amsterdam)

Scandinavia

Denmark

Peter Brothers has done "Miss Frenchy Brown" on Philips. EMI artist **Claus Norby** has done the Dutch tune "Glaasje op" in Danish on HMV, and **Grethe Sonck** has done "Honey" on Columbia. All three tunes are published by Sweden Music AB in Stockholm.

EMI here advises about the release of "Hey Jude"/"Revolution," by the Beatles, shortly. A strong advance sales is reported. EMI also launched a special sales campaign for the **Mills Brothers** recordings on Dot.

EMI here arranges a Scandinavian repertoire meeting Sept. 20th, with reps of EMI in Finland, Norway and Sweden being present. Host of the meeting will be **Kurt Hviid-Mikkelsen**, Scandinavian a & r man of EMI.

Finland

Fredi, Philips recording artist, is having great success with his new single. He has cut "A Man Without Love," originally an Italian tune titled "Quando m'innamoro," and another Italian tune "La Bambola," and both sides (they are done in Finnish) are doing well at the charts here.

Debutant **Markku Suominen** on Polydor managed to get a hit with his debut record, including among other tunes a local version of the American tune "Honey."

Osmo Ruuskanen of Finnlevy Oy reports great sales results for the company. **Jarkko & Laura** on Decca, **Irwin Goodman** on Philips, and **Juha Watt Vainio** on Decca are local artists doing very well on the charts at the moment. Among foreign artists, **Tom Jones** on Decca has two hits among the Top Twenty: "Help Yourself" and "Delilah." **Engelbert Humperdinck** on Decca is having tremendous success here with his "A Man Without Love." Just about to be released here is the **Rolling Stones** on Decca with their "Street Fighting Man"/"No Exceptions."

Sweden

Cupol Records is looking forward to great sales here with their "Yummy, Yummy, Yummy," with **Giorgio** on Hansa, just released in Sweden.

Klaus Holler, 38, with the late **Simon Brehm**, head of Karusell Grammofon AB here, died after a long illness Aug. 26th.

A new LP album with **Lill Lindfors** will be released by Karusell Grammofon AB here Sept. 23rd, according to **Ivan Nordström**, head of the company. Without having started any sales campaign yet, Karusell already has advance orders of 10,800 albums, which must be considered extremely good. Normally, 10,000 albums sold is enough for a Gold Disc here. The former LP with Miss Lindfors continues to become an all-time hit, with 64,500 sold in Sweden and 10,500 sold in Norway, so far. Other albums coming from Karusell includes one with **Hansson & Karlsson** and one with **Wenche Myhre**. New local singles with **Osten Warnerbring** and **Jan Höiland** are also underway.

Roland Ferneborg, head of Swe-Disc Grammofon AB continues as the giant in Swedish show biz, bringing more and more of his contracted groups outside Europe. At the moment he has the British orchestra **R.D.Q.** in Mexico, where also **Sting Brass** with **Agneta Zelan** and **Sunny Girls** is appearing. **Lolas**, an all-round group from Poland is also contracted for Mexico where **Moonlighters**, a Swedish group is starting Nov. 1st. The latter also have had offers from the U.S. and negotiations are going on. **Spotnicks**, a Swe-Disc group, will make their next recording in London, produced by **Lou Reizner** of Mercury Records. A Japanese tour for this group early in 1969 is now being discussed.

Britt Bergström, under contract to AB Philips-Sonora, is having her first German record released in the middle of Sept. An English version of her record will be released in Japan, Australia, and New Zealand, **Ann-Louise Hansson** will make a German recording in Stockholm in the middle of Sept.

New releases from Metronome Records includes **Inger Ost** who has done "Autumn Of My Life" and "Bleib bei mir" in Swedish. **Svante Thuresson** has done "This Guy's In Love With Me" and "I Wanna Live" in Swedish.

"Oklahoma Hills," recorded in Swedish by **Gunnar Wiklund**, looks like another hit for this popular EMI artist. Reuter & Reuter AB is publisher of the tune here. **Lennart Reuterskiöld**, head of Reuter & Reuter AB is now planning another business trip to the U.S. later this autumn. Handling Jobete Music here, he told Cash Box that the folio "The Supremes" has turned out to be a most successful seller in Scandinavia.

The Equals, now doing very well on the charts here with "Baby Come Back," will appear at Stockholm's Consert Hall Sept. 28th.

Last week's releases from Sonet Grammofon AB include **Spooky Tooth** on Island Records with "It's All About," an LP with ten songs.

Country Four, an Amigo recording group, have just completed their summer tour that took them to 85 spots all over Sweden. The group has also decided to tour during the winter season, having accepted a number of offers from restaurants and night clubs.

EMI, just out with the new Beatles single, has started a special promotion campaign for their old and new records. Among other EMI news can be mentioned the debut of the Starline label in Sweden.

Denmark's Best Sellers

1	1	11	*Lille sommerfugl (Bjorn Tidmand/Odeon) Wilhelm Hansen, Musik-Forlag, Denmark
2	3	4	Help Yourself (Tom Jones/Decca) Dacapo Musikforlag, Denmark
3	2	9	Vi skal ga hand i hand (Dunja, Du) (Keld Heick/HMV) Multitone A/S, Denmark
4	4	5	Hurdy Gurdy Man (Donovan/Epic) Southern Music AB, Sweden
5	5	9	Baby Come Back (Equals/President) Kassner Music AB, Sweden
6	10	2	Fire (Crazy World of Arthur Brown/Track) Musigförlaget Essex AB, Sweden
7	7	2	Yesterday Has Gone (Cupid's Inspiration/Nems) Sonet Music AB, Sweden
8	—	1	Yummy, Yummy, Yummy (Ohio Express/Buddah) Belinda (Scandinavia) AB, Sweden
9	—	1	Do It Again (Beach Boys/Capitol) Sweden Music AB, Sweden
10	8	8	Things (Nancy Sinatra-Dean Martin/Reprise) Belinda (Scandinavia) AB, Sweden

Mexico

Mexican composer **Paco Chanona**, whose latest hit is "Soy," in the versions by Carlos Lico and Monna Bell, has been invited to participate in the Latin American Festival of Song, which will take place in the city of Trujillo, Perú, from September 26 to the 30th. Paco will take three of his new compositions, and it is probable that he will sing one of them.

Julie London made her debut at the El Dorado night club. In a few days more **Rita Pavone** will bow at El Patio, the cabaret that is now presenting the group **Los 4 Brillantes.**

Italian singer Gigliola and world famous Mexican trio **Los Panchos**, released the new long play they recorded while Gigliola was in México about a month ago. This album includes traditional Mexican songs like "Adios Mariquita Linda," "Negra Consentida," "María Elena," "La Mentira," and others like "Adios Pampa Mía," "Lisboa Antigua," "Quizás, Quizás, Quizás," etc. . . .

Among the new releases from Musart records is the first extended play recorded for this company by Chilean singer **Monna Bell**, with the songs "Soy," "This Guy's In Love With You," "Words" and "Ès Que Estoy Pensando En Ti." **Los Yorsys**, who just returned to México from a long stay in Spain, cut the song "Helule," "Helule," and the new singer **Antonio** recorded two Mexican songs: "Te Miro Y Lloro" and "La Dejo."

RCA's **Jose Feliciano** cut a top hit in the U.S., "Light My Fire" and "California Dreamin' ". **Armando Manzanero** has the single that contains "Hay Un Lugar" and "Yo No Se"; **Los Blue Angeles** did "One, Two, Three (And I Fell)" and "Besos De Luna"; and **Perez Prado** cut "I Can't Take My Eyes Off You" and "Corazón Contento."

CBS introduced the new voice of **Carlos Blanco** singing "Por Que" and "Ayúdame A Vivir" and presented beautiful **July Furlong** with the themes "I Looked Back" and "Boy."

The top group of Peerless Records, **Los Apson**, just released two new songs: "I See The Light" and "Suddenly You Love Me." This company announced future releases on the English labels: Sire, Parrot, and Deram.

Two new LP's were released by Capitol Records recently. The first one is played by **Frank Pourcel** ("It's International") with themes like "La-la-la," "Bonnie And Clyde," Live For Life," "Love Is Blue," and others. The second album is by **Lord Sitar** ("Psicodélicamente Tuyo") with "If I Were A Rich Man," "Emerald City," "I Am The Walrus," "Black Is Black," etc. In the singles field, there is a recording made by Odeon which is getting good sales lately; its name is "La Ruana' with **Los Wawanco.**

Mexico's Best Sellers

1 **Reconciliacion**—Hnas. Núñez (Orfeon). Marco Antonio Muñíz (RCA). Flor Silvestre (Musart). Conchita Solís (CBS).
2 **Palabras** (Words)—Bee Gees (Polydor). Los Leos y Johnny Dynamo (Orfeon). Roberto Jordán (RCA).
3 **Enciende Mi Fuego** (Light My Fire)—The Doors (Elektra).
4 **Muchachita** (Young Girl)—Union Gap (CBS). Los Belmonts (Orfeon). Los Leos y Johnny Dinamo (Orfeon). Los Yaki (Capitol). Los Babys (Peerless).
5 **La Verdad Desnuda**—Sonora Santaners (CBS).
6 **Pandilla De Cadeneros** (Chain Gang)—Jackie Wilson (Orfeon).
7 **Enamorada De Un Amigo Mio**—Roberto Carlos (CBS). Pablo Beltrán Ruíz (RCA). Los Johnny Jets (CBS). Lalo Duarte (Capitol). Chayito (Peerless).
8 **Incienso Y Menta** (Incense and Peppermint)—Strawberry Alarm Clock (Gamma).
9 **Rosita Bonita**—Pablo Beltrán Ruíz (RCA).
10 **Amor No Llores**—Robertha (Capitol).

Norway's Best Sellers

1	2	5	Delilah (Tom Jones/Decca) Arne Bendiksen A/S, Norway
2	1	8	Things (Nancy Sinatra-Dean Martin/Reprise) Belinda (Scandinavia) AB, Sweden
3	3	13	A Man Without Love (Quando m'innamoro) (Engelbert Humperdinck/Decca) Arne Bendiksen A/S, Norway
4	8	3	Mrs. Robinson (Simon & Garfunkel/CBS) Wilhelm Hansen, Musik-Forlag, Denmark
5	5	3	Romeo go Julie (Romeo und Julia) (Inger Lise Andersen/RCA Victor) Sweden Music AB, Sweden
6	7	3	Fire (Crazy World of Arthur Brown/Track) Musikförlaget Essex AB, Sweden
7	4	3	Mony, Mony (Tommy James & Shondells/Roulette) Sonora Musikkforlag A/S, Norway
8	—	1	Help Yourself (Tom Jones/Decca)
9	—	1	Hey Jude (Beatles/Parlophone) Sonora Musikförlag AB, Sweden
10	6	8	Baby Come Back (Equals/President) Kassner Music AB, Sweden

Sweden's Best Sellers

1	1	7	Happy Birthday, Sweet Sixteen (Flamingo Quintet/Platina) Screen Gems Musikförlag AB, Sweden
2	2	12	Things (Nancy Sinatra-Dean Martin/Reprise) Belinda (Scandinavia) AB, Sweden
3	3	5	Min greve av Luxemburg (Sind Sie der Graf von Luxemburg) (Ann-Louise Hansson/Philips) Sweden Music AB, Sweden
4	4	8	Delilah (Tom Jones/Decca) Thore Ehrling Musik AB, Sweden
5	5	8	Only Sixteen (Supremes/Tamla Motown) Edition Odeon, Sweden
6	10	5	Blue Eyes (Don Partridge/Columbia) Musikförlaget Essex AB, Sweden
7	6	4	When I Was Six Years Old (Paul Jones/Columbia) Sweden Music AB, Sweden
8	8	2	Hon ar sexton ar idag (Happy Birthday, Sweet Sixteen) (Flamingo Quintet/Platina) Screen Gems Musikförlag AB, Sweden
9	—	1	Folsom Prison Blues (Johnny Cash/CBS) Belinda (Scandinavia) AB, Sweden
10	7	3	Baby Come Back (Equals/President) Kassner Music AB, Sweden

*Local copyright.

Pye's 9th International Sales Meet

(Continued from page 67)

sented bouquets to the four models.

Benjamin's Opening Speech

Pye Records managing director Louis Benjamin made the opening speech on the second day of the conference, for which the international delegates had been joined by the company's U. K. sales force and nearly all the executive management staff and disk producers.

Benjamin expressed his pleasure at "the wonderful international response," and declared that the occasion could at last be called the Pye Sales and International Convention.

He explained the initial reason for the annual gathering was the advantage of the selling force and the executive management meeting and exchanging views and ideas to mutual advantage, which was also reflected when Pye's overseas licensees and licensors were added to the invitation list.

Pye's hard selling campaigns were not mounted on an annual platform, but were carried on throughout the year. The main work of the convention was to restrain the spirit and enthusiasm which brought sales in its wake. It also enabled overseas delegates to see what kind of organization Pye was and meet all its staff instead of just the handful of people with whom they dealt.

Benjamin disclosed that in the year ending March 1968—the best year in the histroy of Pye—the profit bracket was very close to the million pound mark.

"These results came during a very difficult year which included quite an amount of turmoil within the industry," he pointed out.

Catalog Stressed

Chart ratings no longer indicated profitability for three reasons. The volume of a U. K. hit single is down for reasons like the national economy, too much airplay, too many records, etc.; however much control is exercised, overheads continue to rise, and thirdly and most important, there are elements in the industry who tend to buy hit artists or tapes regardless of price. Pye adhered to the policy of sensible deals only.

"I personally have no inclination to see Pye Records crawling all over the charts and coming out with a red figure at the end of the year," Benjamin stated. "Doing bad deals could for a short while give us additional turnover, but security is more important. I firmly believe that a really solid record organization with a future before it should be able to keep itself in profits without total reliance on its weekly chart positions.

"We aim at the charts—we always have and will never stop doing this—but it is self-evident that good catalog, good distribution and the strength of any organization is the key to success."

Pye had come through a difficult year with tremendous success, and was at the beginning of possibly a more difficult one, but last year's performance was being equalled, and the company was poised to excel it.

Benjamin thanked all present and those absent for this situation. He paid tribute to Bert Wren, manager of the company's factory Tranco, who had retired after many years of loyal service, and welcomed John Moon as his successor. The company had suffered a "tragic and irreplaceable loss" by the sudden death of company secretary George Margrave, whose know-how and dedication had provided the whole administrative division.

John Carlsen had been named press officer in succession to Pat Pretty, and Vic Ridgewell had joined as distribution manager. Jack Dorsey had joined the A&R team, and was contributing major effort in building the company's LP catalog, and Tony Macaulay had made a spectacular entrance with his first three singles which all made the top ten. Cyril Stapleton had done great work in the LP field, John Schroeder had had a year of success at home and abroad, and the highly respected and creative Tony Hatch was active in all areas.

New Int'l Director

The new post of international director had been created to aid the expansion of the company, and Pye had been extremely pleased to acquire the services of Geoffrey Bridge.

"I feel an integral part of our future lies in the international sphere due to the problems I have mentioned in the U. K. industry today," continued Benjamin. "An effective international division is not just one way traffic. There has to be 'goods inwards' and 'goods outwards,' and with this in mind, the international division of Pye Records is taking on more and more meaning each day."

The company must not be totally reliant on results primarily based on U. K. trading as in the old days because this would be an ostrich attitude in the face of known facts. Contributory segments to overall business are being built up and expanded at all times, and handsome additional benefits were being derived from a number of areas like the expanding and modernized factory undertaking custom pressing, the studios dealing with outside clients, the Welbeck Music publishing company which had grown to be a force in the world of music, the partnership with the Alex Strickland chain of retail shops, and the interest in the equity of the only rack jobbing organization in England.

Policy for the future was the simple one of seizing opportunities. Pye had grown, but the original team spirit which had established it had been retained. Despite the vast turnover of manpower in the U. K. industry over the past two years, Pye Records had remained virtually untouched.

"Come what may, if I wish for one thing on a selfish basis for Pye, that thing would be not just profits, prestige or chart success, but a retention of the enthusiasm and heart that has made us what we are today," concluded Benjamin. "Record business is show business, and Pye Records is show business."

100% Direct Sales & Distribution

General sales manager Roy O'Dwyer announced to the conference that, with effect October 1st, Pye Records will be 100% complete on direct sales and distribution. This completion will be achieved by the introduction of two vans for Northern Ireland, working out of Belfast and supervised by the Scottish area manager Ian Brown. O'Dwyer mentioned that hitherto the company's product had been handled in Northern Ireland by Symphola of Belfast, and he paid warm tribute to this firm for its co-operation and the results attained during the period of association.

O'Dwyer then gave details of the new incentive contest for the Pye sales force which commenced Sept. 2. It was being organized along bingo or housey-housey lines, and each salesman was receiving a card containing quota targets computed according to the area he covered and an assessment of his selling ability.

The card consisted of squares, each representing a day during the period of the competition, and the sales representative would cross off each square as he reached the day's total. Singles were excluded from the contest. Representatives scoring three complete lines of crossed-off squares would win a camera, and there would be a combined radio/record player also for a complete card.

The three top prizes for salesmen achieving the highest percentages over their quotas would be a two-week vacation for two in New York, a luxury vacation for two in the Canary Islands, and a long weekend for two in Amsterdam. An American Airlines movie depicting various aspects of New York was screened to highlight the first prize.

Friesen Speaks

Gil Friesen of A & M Records addressed the conference, and conveyed the thanks of Herb Alpert, Jerry Moss and the entire label for Pye's work in its behalf, especially the No. 1 success gained by Alpert's "This Guy's In Love With You."

"We're going to make every effort we can to give you the best product possible," Friesen promised, and was presented with a silver disk marking 250,000 U.K. sales of the Alpert hit by Pye general manager Leslie Cocks.

Maitland Talk

Mike Maitland, president of Warner Bros., Reprise and 7 Arts, also spokei, remarking that WB-7 Arts had recently finished its tenth anniversary convnetion in Hawaii.

"It's been a marvelous ten years of growth," he said, "and the past year has been the greatest ever. I congratulate Louis Benjamin on Pye's ninth year."

Maitland introduced WB-7 Arts international vice president Phil Rose, who thanked the Pye personnel for the sustained effort that had finally lifted "Classical Gas" into the charts. He revealed that WB has signed Frank Zappa and the Mothers of Invention, and referred to the work currently in progress by producer-songwriter Tony Hatch in the States for the group.

"There's a new area of activity developing internationally," stated Rose. "We're highly committed to it, and we believe in it."

He then introduced a WB-Reprise-7 Arts promotion movie giving details and extracts of forthcoming product by artists including Frank Sinatra, Dean Martin, Petula Clark, Sammy Davis, Trini Lopez and Harper's Bizarre. The movie drew frequent applause from the delegates.

Rack Partnership

EMI Records sales manager John Fruin spoke to the conference in his capacity of director of Record Merchandisers Ltd., the joint enterprise on rack jobbing in which Pye, EMI and Decca are participating.

"The U. K. market is wide open for expansion," he declared. "An overall expansion of the exciting market. There is a decline of the small retailer in all consumer products, due to rising costs and other factors. We're convinced racks won't accelerate this trend, but we've got to have something to replace these small retailers. Racks are marginal in cost, take little space, and attract extra customers."

Fruin revealed that EMI research at its rack outlets (now totalling 103) over the past eighteen months had shown that over 90% of rack sales represented extra business. Racks could attract casual buyers in locations with high customer traffic areas such as department stores, walk-round gift shops, book shops and general purpose stores. These casual clients could easily develop an interest that would lead them to disk stores.

Record Merchandisers did not want a cheapjack image of rack operations to occur, and Fruin showed one of the models to the conference with the help of Record Merchandisers general manager Frank Pearce. The racks were serviced by a stock control card system headquartered at EMI Hayes, and racks would be restocked within twenty-four hours usually or at the most forty-eight. There was a team of field merchandisers, who installed the racks and made periodic visits to locations to check their sitting and the condition of the stock. A 13⅓% service charge was made by Record Merchandisers.

Fruin appealed to the Pye sales force for the feedback of information concerning likely racking sites in their areas. It had already been proved that racks in close proximity to existing disk dealers had increased overall business for those dealers as well.

"It's plus business," Fruin ended. "Emotionally I regret the demise of the small dealer, but I passionately believe in rack jobbing. It's happening all over the world, and we've got to live with it and turn it to our advantage."

Bridge Statement

International director Geoffrey Bridge opened his address by remarking that it was a great compliment to Pye that its licensees and licensors had come so far to attend, and he thanked them very much.

There were two major licensing changes to report involving Italy and a deal with Disci Ricordi and Canada with Phonodisk. Pye had been delighted to renew its licensing agreement in Denmark with Morks, and Bridge expressed sympathy with Mrs. Mork on the recent loss of her husband.

He said that Louis Benjamin would be going to Tokyo shortly to make Japanese licensing arrangements, and Pye would continue placing its product in the States on a master by master basis as in the case of the Status Quo with Chess and the Foundations with Uni.

Bridge explained the function of the Pye international department, mentioning Peter Sontar in charge of the new import division, Alex Everitt and Tony Cox in charge of licensed production the "in" side and export manager Harry Castle, now recovered from a major operation, and Peter Elderfield, the international manager, on the "out" side.

Alex Everitt detailed his promotional efforts on licensor repertoire, mentioning Chess r and b material and Pigmeat Markham, Scepter's Dionne Warwick and her big "San Jose" hit, and Herb Alpert, the Sandpipers and Phil Ochs on A & M.

He opined that the underground scene was obviously the next mode in the States, although as yet it had taken little effect in England. His colleague Tony Cox had special responsibility for promoting underground material from licensors, and he assured all of the latter that maximum promotion goes into every disk selected for release in the U. K.

General manager Leslie Cocks introduced a series of guest speakers at the conference under the title "Other Aspects Of The British Record Industry."

Geoffrey Everitt, general manager of Radio Luxenbourg (London), disclosed some interesting statistics during a typically bright and breezy address. Every time a Pye record was played on Radio Luxenbourg's English service, it was heard by an average daily audience of fifty million people throughout Europe. U. K. listeners accounted for 9% of that total.

"Disks derive great European benefit from Luxenbourg plays," said Everitt, "and records have become the life blood of our programs over the last two years. It's our job to entertain the public and achieve maximum listenership. The pirate stations during their lifetime caused us to change, and did us a lot of good. The BBC's introduction of Radios 1 and 2 under Robin Scott's direction also made us think and continue to modernize our methods."

He pleaded for more information relevant to new records to assist the Luxenbourg disk jockeys in their compering.

"We need good product for our programs," Everitt ended, "but we won't play records we think are unsuitable. I would also point out to overseas companies that 99.9% of the disks in the American and British charts are home manufactured."

Pye's New York attorney Allen Arrow, with a background of thirteen years handling legal aspects of music publishing, artist management and the record industry, explained his function of negotiating and preparing licensed agreements between Pye and American companies.

He recalled that in 1960 U.S. licensors had two choices with regard to marketing their product in Britain. They could go to one of the two major British companies, or they could forget the idea altogether.

Arrow stressed the need to find long-term relationships in licensing, and pointed out that the number of potential U.S. licensees was diminishing all the time owing to mergers, conglomerations and similar factors. Pye did not license any one American company exclusively.

"The United States is a vast and crowded market," Arrow said. "Two hundred singles are released every week, there are seven thousand radio stations, and fifteen hundred TV stations. The population is two hundred million, and statistics show that soon over 50% of it will be younger than

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Cash Box Germany

Munich was the site of a friendly get together of press and prominent guests greeting CBS top star Donovan. The party, sponsored by Peer Music who publishes Donovan's hits, CBS, his record firm, and the Konvera agency who will sponsor his first German tour, took place in a lovely old house with beautiful garden about 15 miles outside of the city. Rain more or less ruined the planned "garden" fete but fun was had by all. **Donovan** didn't perform for his guests but did give interviews and signed autographs. **Donovan** did the visit for a TV shot on the new "Night Club" show. The tour with the sweet singing folk singer will take place from the 7th to the 15th of December and will cover Essen, Dusseldorf, Munich, Frankfurt, Vienna, Berlin and Hamburg. **Eberhard Radisch**, head of Konvera is also planning the most expensive tour ever to hit this country. **Tom Jones** is set for a visit early in December along with Ted Heath's orchestra. **Eckart Rahn**, who set up his own publishing outfit early in April and has now nailed down representation for the Immediate publishing interests including the material by the **Small Faces** who are burning up the charts LP and singles wise, has joined with Radisch to work on the agency side of the picture as well. It's a new young ambitious combination of forces which could prove to be of major importance in the German market.

Klaus Teubig of Francis Day & Hunter called to say that "Do It Again" by the **Beach Boys** looks like the biggest seller for the group in several seasons. Other smash hits for FDH at present are "Lady Willpower" from the **Union Gap**, "Dream A Little Dream Of Me" from **Mama Cass**, "Land Of Make Believe" with the **Easybeats** and the first **Mireille Mathieu** English record "Au Revoir Daniel" and "Sweet Souvenirs of Stefan."

Deutsche Vogue has a German production riding high in the **Cash Box** charts at present. "Indian Reservation" from **Don Fardon** was produced here by **Miki Dallon** for Vogue and then placed with a master deal with **Gene Norman's** label. It's the first time that a vocal hit has hit the U.S. charts sung in English but made in Germany.

Phonogram have hired the German voices of the "Bonanza" Tv'er to a contract and the first LP of stories from "Bonanza" is now on the market here. Peter Meisel's Hansa label is going to town with the Page One catalog and 5 top hits including **Leapy Lee** with "Little Arrows," "**I Live For The Sun**" by the **Vanity Fare**," "Do The Best You Can" from the **Hollies**, "There's Something About You" by the **Troggs** and "Mystery Lady" from the **Mirage**.

Hans Blume from Hansa also reports that the BBC has picked a **Helmut Zacharias** song for the theme for all Olympic reports from Mexico this year for the entire commonwealth. Over 260 songs were presented for consideration. The song is called Simply "Mexico Melody" The German TV is also considering using the song. **Helmut Zacharias** had Olympic luck four years ago when his "Tokyo Melody" was picked by the BBC for their broadcasts. The single went on to sell over 200,000 records in England alone.

Hans R. Beierlein reports that his star **Udo Jurgens** kicks off his European tour with a new LP called "Udo" on Ariola. **Udo** has also done an LP in Italian for the Durium label. **Alexandra** who records for Philips has done her hit "Sehnsucht" (Longing) in French for France Philips. **Udo Jurgen's** composition "The Music Played" has reached the top of the charts in Argentina with the version from **Matt Monro.**

Hans Gerig reports that his push program includes new releases from **Peter Kraus, Connie Francis, Corry Brokken, the Jacob Sisters, France Gall, Roy Etzel, Peter Orloff, Jacqueline Boyer, Curd Borkmann, Jurgen Herbst,** Acker Bilk and the **Monkees.** That's quite an international list to work from.

That's it for this week from Germany.

Germany's Record Mfr's Sales

(Courtesy "Schallplatte")

This Week	Last Week	Weeks on Chart	
1	2	14	*Du sollst nicht weinen (You Shouldn't Cry)—Heintje-Ariola—Edition Maxim
2	7	26	Mama—Heintje—Ariola—Hans Sikorski Music
3	—	1	*Arrivederci Hans—Rita Pavone—Polydor—Rolf Budde Music
4	—	1	I've Gotta Get A Message To You—The Bee Gees—Polydor Rudolf Slezak Music
5	—	1	Last Night In Soho—Dave Dee, Dozy, Beaky, Mick & Tich Star Club—Minerva Music/R.v.d. Dovenmuehle
6	—	1	*Lieber mal weinen im Glück (It's Better To Cry From Happiness)—Renate Kern—Polydor—Hans Gerig Music
7	5	3	Help Yourself—Tom Jones—Decca—Rolf Budde Music
8	3	5	*Harlekin—Siw Malmkvist—Metronome—Edition Intro/P. Meisel
9	1	5	*Waerst Du doch in Duesseldorf geblieben (If You Had Only Stayed In Duesseldorf)—Dorthe—Philips—Edition Intro/P. Meisel
10	—	1	*Zu der Ponderosa reiten wir (We Are Riding To The Ponderosa)—Heino—Columbia—Edition Accord

*Original German Copyright

Harold Rand Expands With Rome Office

NEW YORK—Harold Rand & Company, public relations outfit, is expanding its overseas operations with the opening of its own offices in Rome.

Chester Fox will leave this weekend to head the firm's Rome division, which will be located temporarily at Clesi Cinematografica, Largo Messico, 3, effective Sept. 9.

Steve Ellman, vice-president of the agency, will fly to Rome later this month to work with Fox in the handling of the firm's current projects there, which include "The Nun of Monza," to be produced by Silvio Clementelli and starring Anne Heywood, and a series of Hertz television commercials to be filmed by producer-director Howard Zieff.

The Rand agency also will work on a second Clementelli production, "The Easy Bed," starring Ewa Aulin and Roddy McDowell, which will spend three weeks filming in New York, beginning September 26, before returning to Rome for seven more weeks of production.

Another Rome-based client is Ohio-born actress Sydne Rome, who recently completed filming "Some Girls Do," a United Artists release, in London.

Pye Int'l. Meet

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twenty-five."

He spotlighted the growing influence of tapes and cassettes in the American market. Their share of sales for 1969 was forecast as 30%, and this was expected to rise to 50% by 1972. Nevertheless, record turnover for 1968 was being estimated at £500 million.

Leeds' Simons

Cyril Simons of Leeds Music, which handles Pye's Welbeck Music publishing subsidiary, was critical of several aspects of the business in his speech.

He castigated the A&R men who didn't select the best songs available for recording, but played favorites for varying reasons, and he was scathing about the record companies which regarded publishing subsidiaries as merely a means to extra profits.

"They must not simply use and abuse publishing companies as mere collection agencies or handy devices to pick up extra profits," declared Simons. "Publishing firms can only succeed if they are operated as genuine efforts, seeking good catalog material and placing it anywhere with everyone. The independent publisher came first, and played a vital role in the success of the record companies, and it's the active independent publisher who will continue to be the life blood of the business."

He explained that the Leeds music companies, although part of the MCA concern, functioned as normal companies dealing with any and every record company.

Welbeck Music had developed important world copyrights, and he was delighted by their success and profits. He made a plea for better B sides, recalling that they used to be the launching platform for eventual world hits but now the tendency was to put rubbish on B sides. Taking rides on the back of hits did not build hit catalogs, and the best possible material should be chosen for both sides. A recent example of what he meant was Louis Armstrong's "What A Wonderful World," originally the B side of "Cabaret" and eventually a No. 1 hit itself.

Agent Ian Bevan also voiced some forthright criticisms during his address. Agents disliked personal appearances, which achieved very little, and they disliked the BBC obtaining personal appearances of important artists in TV shows for a fraction of the fee they would normally command.

"The record industry leaves us a lot of problems," continued Bevan. "Amongst them are the artists whose disks no longer sell. And I was surprised to hear Alex Everitt talking so enthusiastically about underground music earlier. How can anyone so clean talk about anything so dirty? How can we sell tickets for people to come and look at groups calling themselves the Grateful Dead?"

Bevan concluded by pointing out the difficulties created for some artists by being exclusively contracted to one record company. He instanced his client Tommy Steele, who was not thus contracted, and who accordingly could take advantage of recording opportunities whenever they occurred without complicated splitting of royalties and intricate special arrangements.

Robin Scott, controller of BBC Radio 1 and 2, underlined the continuing frustration of expansion and diversification for the two networks by the needle time restrictions governing how many records could b broadcast.

Just over seven hours of needl time daily was permitted for th two networks, and the disk revie programs were not included in restrictions. Scott said that a ch climber averaged two or three pla per day on Radio 1, and very few ceived more than twenty in a w Between sixty and sixty-five disks five plays or more per week, and to a hundred got three plays week.

"We're looking forward to Rad being a pop network with a pop age," said Scott, "and we want gre coverage of middle-of-the-road terial on Radio 2 which needle time is restricting at present."

He was also looking forward t scientific chart which would doubles about possible hyping in t positions between 20 and 30.

"Radios 1 and 2 only have fifty a a half hours of needle time per week," Scott stated. "Format radio is not necessarily the best, and a wider range of material is desirable. We don't base our programming entirely on what happens to be in the charts."

Social events during the conference were a dinner at the Dorchester Hotel September 5th for the overseas guests, and a dinner and dance at the Europa the following evening for which Long John Baldry and the Breakaways appeared in cabaret and dance music was provided by Jack Dorsey's orchestra.

BMI (Canada) Opens Vancouver Offices

VANCOUVER—With an eye to the ever growing importance of Canada's Western songwriters, BMI (Canada) Ltd., has opened offices on West Pender St.

The new operation will be under the management of Mr. H. G. "Len" Hopkins.

Mr. Hopkins was formerly with radio station CKNW, in New Westminster B.C. where he was music director. Hopkins has held this position for the past thirteen years. He is also well known to radio listeners across Canada through coast to coast broadcasts of the Len Hopkins Orchestra.

Assisting Mr. Hopkins will be Miss Lynne Reusch.

PYE INTERLUDE—Taking a break during the Pye International Sales Meeting in London, execs get chance to compare notes. Shown above in conversation are Pye general manager Les Cocks (left) and G. McGrath of South Africa's Teal Records (center) chatting with Pye managing director Louis Benjamin.

Canada's Pied Piper Releases LP On Quality

TORONTO — Ed Lawson, national promotion manager of Quality Records Limited, announces the album release of Bobby Gimby's "Let's Get Together." A single under the same title, with French on one side and English on the other, is now enjoying exposure across Canada.

Bobby Gimby became almost synonymous with Expo '67 Canada's 100th year of Confederation, with the release, on Quality of the single "Canada," which featured the Young Canada Singers. This single became the top selling record of the nation within a few short months of its release.

The new album is a twin-pocket sing-a-long type album showing lyrics, and photos of the Pied Piper and The Kids. Liner notes were written by the Honourable Lester B. Pearson, former Prime Minister of Canada.

Bernstein's 50th Is Feted In Brussels

NEW YORK—Following his concert with the New York Philharmonic at the Palais de Beaux Arts in Brussels, Leonard Bernstein celebrated his 50th birthday on Aug. 25 at a reception at the Brussels Hilton. The birthday party was hosted by TWA, which, with the United States State Department, is sponsoring the New York Philharmonic's European tour.

Among those present to extend birthday greetings to Bernstein were the United States ambassadors to Belgium and Luxembourg and Goddard Lieberson. Also joining in the birthday festivities were Peter de Rougemont and Ernest Fleischmann of CBS International, Europe; Pascal Robiefroid, John Vis and Hemmy Wapperom of CBS/Artoi Benelux Operation.

Philips Meet Draws 100 Dealers

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music connected with cities where festivals are a part of life. Festivo LPs will retail at £1 7s 11d each, and all the sleeve fronts feature primitive paintings. Solo artists on the label include pianists Byron Janis, Clara Haskil, Vasso Devetzi and Sviatoslav Richter; conductors are Bernard Haitink, Pierre Monteux, Stanislaw Skrowaczewski, Kyril Kondrashin, Gennady Rozhdestvensky, Wolfgang Sawallisch, Jean Fournet, George Szell, Igor Markevitch, Rudolf Barshai and Eugen Jochum; orchestras are the Concertgebouw Amsterdam, the Minneapolis Symphony, the Moscow Philharmonic, the Moscow Radio Symphony, the Vienna Symphony, the Lamoureux, the Moscow Chamber and the I Musici chamber ensemble. Composers represented in the initial release are Mendelssohn, Schubert, Liszt, Wagner, Grieg, Beethoven, J. S. Bach, Mozart, and Haydn.

Also retailing at £1 7s 11d will be the new Fourfront series. This is a new concept in the presentation of recorded sound with four main streams of repertoire under the headings Musica Diversa, Poetry and Prose, Organ Music, and Electronic and Percussion. Each will explore its particular area of repertoire in breadth and depth, avoiding the well-worn tracks and opening up new territories of music and literature on record. Featured in the first release are Pierre Cocherau, Shura Cherkassky, Concentus Musicus, Dylan Thomas, Dame Peggy Ashcroft and Sir Ralph Richardson. Fourfront is intended to be as pleasing to the eye as the ear, and draw out the collecting instinct in disk buyers.

The Wing budget series of children's stories was bowed by a live commere, and a movie presentation of further Wing and Fontana Special budget repetoire followed, including Chaquito's "Latin Favorites," "South Pacific," "The King And I" and "Carousel," "The Desert Song" and "The Merry Widow," 'Rose Marie" and "New Moon," and three Gilbert and Sullivan operas, "The Mikado," "H.M.S. Pinafore," and "The Yeomen Of The Guard."

Country disk jockey Murray Kash was the soundtrack voice hosting Mercury's new international series "Country And Western Winners" featuring Roy Drusky Roger Miller, Priscilla Mitchell, Rusty Draper, Faron Young, George Jones, Dave Dudley. Lester Flatt and Earl Scruggs, and the Foggy Mountain Boys. The albums will retail at £1 7s 11d, and there is a 13s 11d sampler LP. There were also questions and answers from Roy Drusky and Dave Dudley during the film.

Next came a promo movie in behalf of musicassettes, drawing attention to the fact that nearly 500,000 cassette machines of thirty-eight types have now been sold in the U.K. It stressed also that musicassettes were plus business and not alternatives to disks. They could be utilized in cars and other locations where records were not possible or suitable. Special fall offers were made to dealers whereby they can obtain 36 musicassettes for the price of 13 in one pack, giving a profit of £27 and 24 for the price of 20 in a second pack, giving a profit of £18. This offer is open from September 9th to November 30th this year, and there is also a Chaquito sampler pack of three musicassettes at 35/- each available.

There were promotion films on behalf of Island Records, Liberty Records (which took the form of a mock Presidential nomination Convention with models parading around the auditorium exhibiting placards in support of Liberty Records), and Page One, introducing that label's 10 L.P. campaign for the fall.

The Philips 1968 subscription offer was introduced, involving four sets of records. It gives a chance to lay the foundation of a comprehensive record library with sets of works by great composers, interpreted by leading modern artistes. The offer lasts from October 1st until January 31st 1969, and thereafter the sets will be available at full catalog price. The sets are the five Mendelssohn symphonies on 4 L.P.s, played by the New Philharmonia Orchestra conducted by Wolfgang Sawallisch; This set is available during the subscription offer at £5. 19.7d instead of £8. 10. 8d, a saving of £2. 11.1.d. Mahler's first four symphonies played by The Concertgebouw Orchestra of Amsterdam conducted by Bernand Haitink which are available on 6 L.Ps at £8. 19.4d instead of £12. 16. 0, a saving of £3. 16. 8d.

Albinoni's five-part concertos are available on three L.Ps played by I Musici at £4. 9. 10d. instead of £6. 8. 0., a saving of £1. 18. 2d. The complete Mozart Piano Concertos, 21 in all, plus the Concertos for 2 or 3 pianos and his Piano Rondos are available on 12 L.Ps at £14. 1s. 5d. instead of £25. 12. 0d, a saving of £11. 10. 7d. They are played by Ingrid Haebler with London Symphony Orchestra conducted by Alceo Galliera, Witold Rowicki and Colin Davis.

There was a short promotion film depicting Colin Davis at his country home with his wife and two children and also in the dressing room and on the podium of the Royal Albert Hall during a promenade concert conducting the BBC Symphony Orchestra. Attention was drawn to the major project undertaken by Davis of recording the complete works of Berlioz to mark the composer's centenary.

The conference ended with an impressive preview of new Living Presence Stereo releases and a combined jazz and folk presentation which included a live appearance by the Spinners.

The sales conference concluded with a buffet dinner at the Royal Lancaster Hotel, where delegates were able to walk round a sizeable exhibition displaying Philips group products and musicassettes and accessories.

Pye Profits Hit Record Peak In '68

LONDON—The 1968 Annual Report and Accounts just published by ATV Ltd. reveals that Pye Records and its publishing activities grossed £3,822,000 for the year ended March 31, 1968 showing a profit of £879,000. Other turnover and profit figures:

	Turnover	Profit
Television & Related Activities	£20,149,000	£3,434,000
Film Production & Distribution	£5,313,000	£852,000
Records and Music	£3,822,000	£879,000
Theatres	£2,608,000	£536,000
Merchandising, Publishing & Toys	£1,423,000	£121,000
Ten Pin Bowling	£688,000	£16,000
Background Music & Communications	£378,000	£(37,000)
Theatrical Costumers	£618,000	£62,000
Property Investment	£337,000	£136,000
Other Investment Income	£283,000	£184,000

The report states that "Pye Records had a conspicuously successful year with profits again reaching a new record level. In 48 weeks out of the 52, it has appeared among the Top Twenty. During the year overseas business increased by 14 per cent and every effort is being made to enlarge this revenue in the present year. In October 1967 the division acquired for cash a 50 per cent interest in Carlton Productions (1967) Ltd. a company incorporated and operating in Eire to manufacture gramophone records."

Chappell Was Sought

On the publishing front Welbeck Music, New World Music and Jubilee Music continued to produce excellent results. The statement continues, "During the past year every effort was made to secure the Chappell business in both London and New York. The American trustees of Chappell decided ultimately that the business should be disposed of by public tender and it was with much regret that we learned that the companies hand been sold to a higher bidder. Active steps are meanwhile being taken in other directions to enlarge the scope of our music publishing interests."

The report also mentions the success of the Royal Variety Performance which last year established a new record by being seen in 11½-million homes representing some 40-million viewers.

Barsalona To England

NEW YORK—Frank Barsalona, President of Premier Talent Associates, flew to London last weekend (15) together with partner Richard Friedberg to confer with leading managers and agents in England on upcoming tours of the United States by British acts.

While in England, Barsalona and Friedberg will set up forthcoming visits by a number of acts already represented by PTA including Jeff Beck who will return here in Oct. The Who, who just concluded a successful American tour and are currently in the charts with "Magic Bus," The Crazy World of Arthur Brown, whose first album and single on Track Records (distributed here through Atlantic) hit the best sellers this week, Ten Years After and Spencer Davis.

The pair will also negotiate the first visit to the U.S. of Julie Driscoll and the Brian Auger Trinity and attend the London concert of Mitch Ryder, who is currently on his first European tour.

While in England, Frank Barsalona and Richard Friedberg will be staying at the Carlton Towers Hotel.

R, C & B Names Metcalf To Head London Offices

LONDON—George Metcalfe, 31, has joined the London office of Rogers, Cowan & Brenner Inc., as director of the corporate and financial departments of the international division, reports Margaret Gardner, managing director of the international division.

Metcalfe, who was previously an associate director of D.G.T. Harvey & Associates Ltd., and general manager of C. S. Services Limited, will work closely with the company's corporate and product departments in New York and Beverly Hills, in servicing the company's international corporate clients in Europe which include: The H. M. & H. Publishing Co. Inc. (Playboy), The Singer Company, U.S. Time Corporation (Timex), Shareholder's Management Co., Commonwealth United Corporation, among others.

Rogers, Cowan & Brenner Inc., one of the world's largest public relations companies, opened its London office in January this year. The company has additional offices in Paris, Madrid, and Rome.

Previous P.R. accounts which Metcalfe has worked on include: The International Synthetic Rubber Co. Ltd., The Steel Works Plant Association, The Associated British Picture Corporation, The Incorporated Society of British Advertisers, and The Portuguese State Tourist and Information Office.

Metcalfe began his career with the London Press Exchange as an account executive before moving to Smith-Warden as a copywriter. At one time he wrote and presented his own children's television programme on Anglia Television.

Ricordi Gets Cilla For Italian Market

MILAN—Lucio Salvini has announced the conclusion of an agreement between Dischi Ricordi and Dick James, producer of English songstress Cilla Black, for the exclusive distribution rights of her disks in Italy.

The agreement has just been signed and strong promotional plans for the artist are already underway concerning the Italian market. She has already recorded her first single in Italian, the "A" side titled "M'Innamoro," Italian version of English tune "Step Inside Love."

She is expected for the first time in Italy at the end of Sept. for a personal appearance on our TV screens for the introduction of this disk, which marks her debut in Italian language.

Sly & Family Stone Schedule English Tour

NEW YORK — Sly & The Family Stone, recently chosen the major new talent of the year on NBC-TV's Showcase '68, began their first European tour on Sept. 10. The seven-member combo will appear on all the major television and radio shows in London, where their "Dance To The Music" is currently in the Top Ten. CBS Records will host a press reception in their honor.

Concert and club appearances began on Sept. 13 at The Roundhouse in London. The group performed at the Plaza Ballrooms in Old Hill and Hansworth, Birmingham on the 14th and at Douglas House and Blaise's in London on the 15th.

Sly & The Family Stone journey to the Sherwood Room in Nottingham (18), the Mardi Gras and Victoriana, both in Liverpool (20), The Clock Work Orange in Chester and The Memorial Club in Nantwich (21) and The Country Club in Hampstead (22).

Audiences will be dancing to the music at the Golden Torch Ballroom, Tunstall (23), Kurzall Ballroom, Southend (24), Revolution, London (24) and Mayfair Ballroom, Newcastle (26). The tour of Britain winds up with dates at the Top Rank Suite, Swansea (27), Seagull Ballroom, Ryde, I.O.W. (28) and The Tabernacle, Stockport (29).

The group will perform in Paris, Germany and other cities during the first ten days of October. Dates and locations are still being negotiated.

Greenwood To PR

LONDON — Chris Greenwood has been appointed head of the pop music department in the London office of Rogers, Cowan and Brenner Inc. He will liaise with the press, radio and TV on the company's artists, which includes The Who, The Jefferson Airplane, The Doors, The Crazy World of Arthur Brown, The Cowsills etc.

EDITORIAL: Re-evaluating the Route

With Labor Day already come and gone and the kids grudgingly shipped back to school (even in New York), the music and amusement machine operator finds himself knee-deep in the so-called "fall sales season." But the word "sales" only partially defines this period of industry activity, for in addition to the purchase of new and used equipment, currently underway at a brisk pace, operators are also concentrating on a much broader re-evaluation of their routes . . . a location by location study which concentrates on everything from swapping existing machines, trading-up the good spots and cutting out the dead wood.

In this highly competitive business where operators always seem to find themselves placating the nit-picking location owner while warding off the hungry ops who jump so fast they're probably jumping some of their own spots in the process, the legitimate tradesman must constantly wrestle with the real task at hand—making the route **work** for him.

Keeping collections up in this business really means making more money than last year. Faced with the higher cost of operating, the operator must use every tool at hand to safeguard his investment to make it pay out properly. This means that preferred locations should receive a new phonograph and amusement game; maybe not a brand new item but at least something different. It means contracts should be secured from spots where none exist now. It means finally getting with the trend to higher play-pricing, not only music but games as well. It means going over the entire route, logging in the earnings of each location, each machine, setting a course for better music programming and games distribution, chalking off the dead spots that cost more than you make, dressing up the physical aspects of the business from the route truck to the shop—everything right down to placing a fresh, new service call card on each piece of equipment you own.

To really score a marked improvement in collections, and help to offset the costs of new equipment, location bonuses, etc., the smart operator spends time merchandising his product. If the product is music, a wealth of gimmicks are at hand to stimulate extra play. Besides the obvious gain via a new phonograph, there are such things as special title strips, artist photos, 'Hit of the Week' displays, complimentary play cards, etc. etc. that should be taken advantage of. If you're selling amusement via our many excellent games, think about location or inter-location tournaments, premiums, etc. Run down the various features of some of our new pin and shuffle games and you'll find some really terrific ideas for stimulating play.

There are hundreds upon hundreds of imaginative ideas that can add a dime here and a dollar there. How about you operators who've never tried bulk vending machines in your taverns. Maybe the owner is tired of pushing bags of nuts across the bar. Discuss the possibilities of moving in one or two pistachio nut or peanut vendors and passing on a percentage of the gross. It's a thought and these little machines do make money.

Another suggestion is a bit far out, but worth airing. How about keeping track of your juke box popularity wheels to see which titles and artists are really racking up the coins at each of your locations and then grabbing hold of a dozen or more copies of the current album by that artist or including that tune. Stack 'em on the bar, sell 'em at retail prices and give the location a percentage.

The coin machine industry is forging ahead in every respect these days but it is only that fraction of imaginative operators who are supplying the most fuel. By meeting intra-trade competition head on and employing all the tools at hand, the best ops will prosper, the indifferent die out. Remember, another word for prosperity is wealth; another word for status quo is stagnation and the next step from stagnation is decay. Let's get with the program now!

A BLAST!

NEW
ROCK-OLA
440
MONEY GRABBER

Hymie and Eddie Zorinsky
H.Z. VENDING & SALES CO., INC.
Omaha, Nebraska 68102

BIG TIME!

NEW
ROCK-OLA
440
MONEY GRABBER

Joseph Ash
ACTIVE AMUSEMENT MACHINES
Philadelphia, Pennsylvania 19130

Redisco Offers Exclusive Selection of Jr. LP's

BALTIMORE — Redisco president, Bucky Buchman, a man who absolutely refuses to abandon the little LP concept just because a few operators feel they are not profitable, announced that several new selections are now available exclusively to jukebox operators. The junior size LP's are on Buchman's own Bomar label and available only from Redisco.

The list includes: #260—The Ink Spots. #261—Salute To Dance Bands featuring Glenn Miller, Prez Prado and others. #262—The Blues by Pearl Bailey. #263—Velvet Moods by Mel Torme. #264—Magic Of Billy Daniels by Billy Daniels. #265—Latin American Rhythms by Noro Morales. #266—Walk On The Wild Side, a motion Picture sound track. #267—At The Vibes by Lionel Hampton. #268—The Great Lena Horne and #269 Whiskey A Go Go featuring The Finks.

Information on the releases can be obtained by writing or calling Bucky at 1815 Guilford Ave., Baltimore 21202. Phone: (301) 727-6420.

35-Year Coin Veteran A. Cantenese Dies

SUFFERIN, N.Y.—Mr. Anthony Cantenese, founder and president of Silver King Amusement Company, Sufferin, N.Y., passed away Thursday, Sept. 5th, at 7:30 PM. Funeral services were held Monday, Sept. 9th., at the Scarr Funeral Home in Sufferin. Mr. Cantenese had been confined to a nurses home for the past several months.

He founded Silver King Amusement 35 years ago and was active in the business until 12 years ago. He was 51. The firm operates music games and cigarette machines in Rockland, Bergen and Orange counties.

Texas Committee Begins Investigation Into Music & Games Biz

AUSTIN, TEX.—The September 9th edition of the *Houston Chronicle* reported that "a legislative investigation of whether music and games operators are controlling taverns and private clubs in Texas started September 9th (Monday), with an organizational meeting of a special House Committee."

The committee is headed by Rep. Dick Cory of Victoria, Tex. and composed of the same members of the House State Affairs Committee which investigated liquor control laws earlier this year.

The article quoted Cory as saying, "his committee would seek to find out whether certain music and games operators are entering into exclusive agreements with chains of hotels, motels, taverns and private clubs and whether the operation is linked with the 'alleged underworld.'"

The committee went into closed session to confer with O. H. Humphreys, acting administrator of the Texas Liquor Control Board, after hearing testimony from Music and games op, Danny Lee, owner of Port Vending Co., Port Arthur.

The *Chronicle* quoted Lee as saying he, "Makes small loans of $200.00 to $300.00 without interest to lounge operators to help them to go into business in buildings which he has leased and equipped with jukeboxes and pool tables."

"I would like to see all the loaning stopped . . . you would get a better caliber of lounge operator if there were no loans," Lee was quoted in his testimony by the newspaper.

CHICOIN UNLEASHES "PLAYTIME"

■ Two-player with "Top Hat" feature

Chicago Coin's "Playtime"

CHICAGO—Chicago Coin's sales executive, Mort Secore revealed that his firm's latest amusement game, "Playtime" a two-player, is now available to the trade at all Chicago Coin distributors.

Secore said one of the most exciting features on Playtime is the "Top Hat Feature". "When three similar numbers appear as the ball leaves the playfield, bonus values are scored," he said.

The Top Hat score drums are stepped up by hitting any one of a number of playfield targets. The Action Score Feature provides a lot of excitement to players also. When a ball is maneuvered into one of the action holes it is kicked from side to side for a repeating action and high scores. The two side lanes also score special when lighted.

A feature which has become standard on most new amusement games of this nature is the ball saver—the flippers come together to close the opening thereby keeping the ball on the playfield for a longer period of time for more action.

Playtime has an automatic ball lift, lift-out self-locking playfield board, three individual coin chutes—5¢-10¢-25¢, and is adjustable to 3-5 ball play. The new game also has an alluminated Ball Count to let the player know how many balls he has to play, as well as an illuminated Game Over—all right next to the shooter!

HARRY SANDERS DIES AT AGE 65

NASHVILLE—Harry Sanders, one of the true remaining pioneers in the coin machine industry, died Friday Sept. 6th of heart failure following an extended illness. He was 65.

Harry began his career in the coin industry over 40 years ago, working with his father in the manufacture, distribution and operation of punch boards. Years later he joined with Clayton Glasco in setting up the G&S Distributing Co., which handled the Wurlitzer line out of approximately fourteen branch offices scattered about the South. In 1948, he formed his own distributing organization, Sanders Distributing Co. and six years later gained the Rock-Ola music line. He remained as president of Sanders Dist. until his death last week, distributing such lines as Bally, Gottlieb and Irving Kaye Co. in addition to Rock-Ola.

Day to day operation of Sanders will continue as usual, at the express request of the family, with George Happell in charge. Harry's surviving family includes his wife Ann, son Harry Jr. and daughter Mrs. Robert Roy. Burial took place the following Saturday, 2:00 p.m. at Woodlawn Cemetary here in Nashville.

Stars Help Plug MOA Expo '68

Miss Mariko Kujo is the second recording artist in as many weeks to visit Sega, Tokyo, to meet employees and plug the forthcoming MOA Trade Expo which will take place at the Sherman House, Chicago on Oct. 11-13. Miss Kujo records with Columbia records and is frequently represented on the charts in Japan. Her latest records are "Onna" (W. man) and "Nemuritaino" (Feeling Sleepy).

Australian Op Here To Exchange Ideas

SYDNEY, AUSTRALIA—A very interesting international exchange of ideas between the coin machine industries of the United States and Australia is about to take place. Mr. Leslie Senes, managing director of Pin & Ball Ltd., St. Peters, Australia announced that his son, George S. Senes began training at the Denver National Institute of Coin Mechanics on September 9th to take a short course on pin ball machines, after which, he goes on to the Wurlitzer Los Angeles branch for a ten-day course on the Wurlitzer phonograph. From Los Angeles, Senes will travel to New York to call on his firm's suppliers. Then it's off to Chicago for the MOA Exposition.

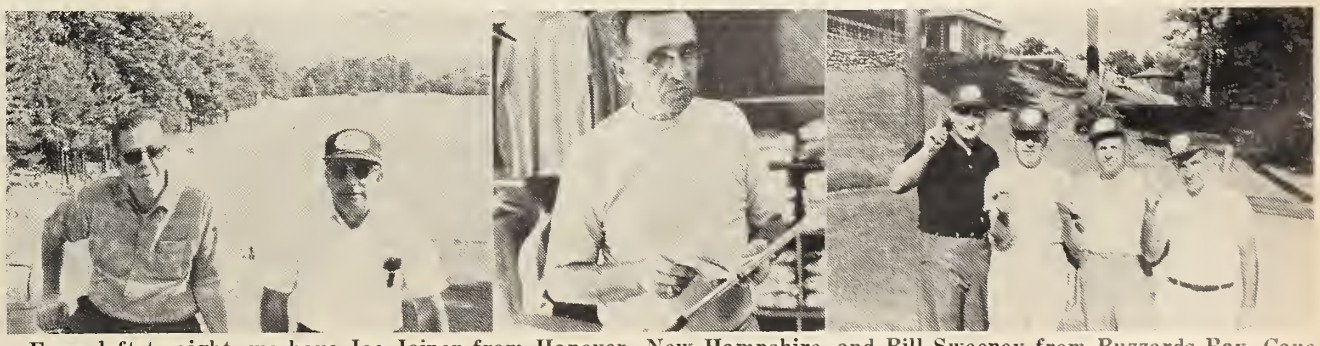
Leslie Senes said of his son's U.S. trip, "when he has seen the MOA show, we hope he will return with a great deal of experience which we can utilize here in this country."

PIX, PUTTS & PRIZES—TRIMOUNT GOLF OUTING

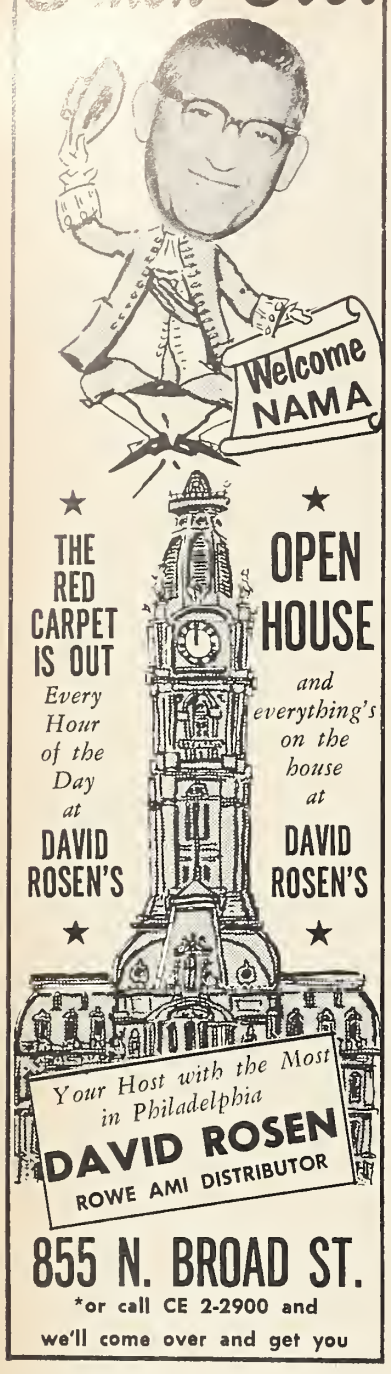
BOSTON—Trimount Automatic Sales Co., of Boston, played host to more than 350 guests at their annual golfing fete closing the summer sales season.

Executives from Rowe included Harry Martin, Ray Taber, and Jerry Marcus. Elliot Rosen was up from Philly. The entire Trimount staff was in attendance, Irwin Margold. Marshall Caras, Dave Riskin, Dan Brown, Bob Jones and Arthur Frates. Two cars, color TV's, vacation trips—50 prizes in all, were given away to guests. Caras summed it up rather well, "a good time by all!"

Doris Barker smiles at Irwin Margold as she picks a prize-winning ticket from the treasure chest. Doris is the wife of Ray Barker, pres of the Mass. association. (Right), Dan Brown (far right) is shown here shaking hands with Ted Grant (Mrs. Grant in the middle) right after Ted won a color TV set.



From left to right, we have Joe Joiner from Hanover, New Hampshire, and Bill Sweeney from Buzzards Bay, Cape Cod as they wait to tee off on the first hole. That's Louie Stevens from Southbridge, Mass. in the middle as he checks out a golf rule. The big event of the tourney was when Walter Stadnicki (third from right) slammed a hole-in-one on the 14th green, Blue Hills Country Club. With Walt is Dan Brown, Jimmy Mazocchi, and Tony Cinquegrande.



CashBox Location Programming Guide

THIS WEEK'S TOP RECORD RELEASES FOR COIN PHONOGRAPHS

Adult Locations

SURVEY LEADER

YOU MAKE ME THINK ABOUT YOU (1:55)

JOHNNY MATHIS

Night Dreams (2:46) Columbia 44637

FOLLOW UP

PUFFIN' ON DOWN THE TRACK (2:35)

HUGH MASAKELA

Do Me So La So So (2:32) UNI 55085

STRONG POTENTIAL

PEACE OF MIND (2:39)

NANCY WILSON

This Bitter Earth (2:25) Capitol 2283

TOWN & COUNTRY (3:28)

WAYNE NEWTON

The Silence Says (1:59) MGM 13993

EASY LISTENING

LOOK HOMEWARD ANGEL (2:33)

RAY CONNIFF

People (2:47) Columbia 44645

CHITTY, CHITTY-BANG, BANG (1:45)

HENRY JEROME

You're Nobody 'til Somebody Loves You (2:18) UA 50441

MOVIE THEME

INTERLUDE (2:21)

JIMMY WISNER

La Playa (2:20) Columbia 44651

JAZZ

ELECTRIC ELL (3:05)

NAT ADDERLEY

You, Baby (2:45) A&M 971

C&W

SURVEY LEADERS

BORN TO BE WITH YOU (2:32)

SONNY JAMES

In Waikiki (2:43) Capitol 2271

SHE STILL COMES AROUND (2:26)

JERRY LEE LEWIS

Slipping Around (2:04) Smash 2186

OLD SHEP (2:25)

JACK HOWARD

Heartaches Anonymous (2:10) Arcade 194

Teen Locations

SURVEY LEADERS

ALMOST IN LOVE (3:00)

ELVIS PRESLEY

A Little Less Conversation (2:00) RCA 9610

LALENA (2:52)

DONOVAN

Aye My Love (1:45) Epic 10393

WHITE ROOM (3:04)

CREAM

Those Were The Days (2:52) Atco 6617

STRONG POTENTIAL

LOVE CITY (POSTCARDS TO DELUTH) (3:39)

PETER, PAUL & MARY

Yesterday's Tomorrow (3:30) Warner Bros-7 Arts 7232

HEARTACHE (3:12)

ROY ORBISON

Sugar Man (2:41) MGM 13991

THE BANANA BOAT SONG (2:13)

THE TOKENS

Grandfather (2:10) Warner-7 Arts 7233

I'M GLAD YOU'RE BACK (2:25)

GARY U.S. BONDS

Funky Lies (2:10) Botanic 1002

R&B

SURVEY LEADERS

UP-HARD (2:08)

WILLIE MITCHELL

Beale Street Mood (2:17) Hi 2151

DO THE CHOO CHOO (2:23)

ARCHIE BELL & DRELLS

Love Will Rain On You (3:03) Atlantic 2559

Comedy

NOVELTY

YELLOW SUBMARINE (2:50)

MILTON BERLE

My Jacquie (2:00) VMC 726

BLOOPERS

THE BEST OF BLOOPERS (A) (1:41)

CULLED FROM ORIGINAL LP

B Side (1:41) Kapp 948

check your local One Stop for availability of the listed recordings

CashBox Top 100 Chart Guide

The following list is compiled from the current Cash Box Top 100 Chart. The new chart additions are in numerical order as they broke onto the Top 100.

58 I Found A True Love*
Wilsan Pickett—Atlantic 2558

66 Sweet Blindness*
Fifth Dimensian—Soul City 768

68 Elenore*
Turtles—White Whale 3776

72 Sweet Young Thing Like You*
Ray Charles—ABC 11133

73 Chained*
Marvin Gaye—Tamla 54170

82 I've Got Dreams To Remember*
Otis Redding—Atco 66112

83 Susie Q (Pt. 2)
Creedence Clearwater Revival—Fantasy 616

91 Cycles
Frank Sinatra—Reprise 9621

92 I Ain't Got Ta Lave Nobody Else
Masqueraders—Bell 733

93 Hole In My Pocket
Barry Galdberg—Buddah 59

94 Hold Me Tight
Johnny Nash—Jad 86

98 Those Were The Days
Mary Hapkin—Apple 2279

100 Sweet Smell Of Incense
F.O.B.—Hip 32

*Indicates Chart Bullet

"EV" Set To Speak Out At Expo!

Only Female On One Stop Seminar Panel

Evelyn Dalrymple

There is only one woman participant on the MOA One-Stop Seminar. She is Mrs. Evelyn Dalrymple, manager of Lieberman One-Stop Records, Inc., in Omaha, Nebraska. Mrs. Dalrymple is an original thinker in this industry, according to those who know her. The already controversial subject promises to be an even livlier discussion with Mrs. Dalrymple on the stand. According to one of her company's principal executives "the name Evelyn Dalrymple is synonymous with service in Nebraska jukebox operator circles." He goes on to say that "Ev" has been devoted to serving operators all of her thirty years in the record business. She spent the first fifteen years working for Columbia, RCA and Capitol. The past fifteen years she has been helping operators through Lieberman One-Stop Records. "I believe," she says, "that the only way to properly service operators is to concentrate on them alone." In fact, runs the background sketch by her employer, she was instrumental last year in the decision to remove all 12" LPs from the One-Stop stock, making the One-Stop all 45s. This decision has proved to be productive for both the operator and the One-Stop. Her employer concludes by saying that "concentration, attention and an uncanny nack for picking good jukebox tunes makes Ev Dalrymple a rare and appreciated commodity in the record business."

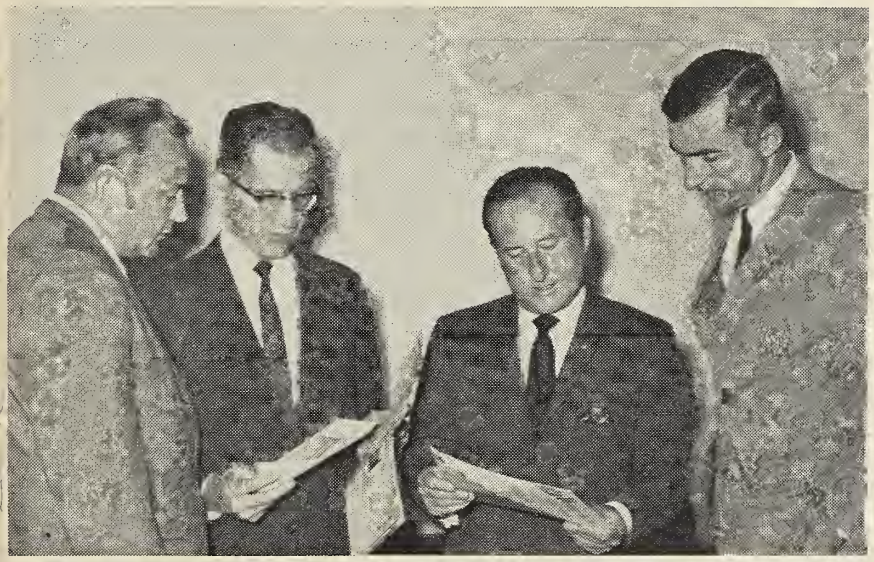
RCA Releases "Gold Standards"

NEW YORK—RCA has made available, exclusively to jukebox operators, a series of singles for the Gold Standard catalogue by some of the label's most programmed artists.

The release package includes: #0790—Who Will Answer? and The Impossible Dream by **Ed Ames.** #0791—When The Snow Is On The Roses and Time, Time also by **Ed Ames.** #0792—Here Comes Heaven and Turn The World Around by **Eddy Arnold.** #0793—Misty Blue and Lonely Again also by **Eddy Arnold.** #0794—Does My Ring Hurt Your Finger? and The Day The World Stood Still by **Charlie Pride.** #0795—The Country Hall of Fame and Geisha Girl by **Hank Locklin.** #0796—Somebody To Love and White Rabbit by the **Jefferson Airplane.** #0797—Love Of The Common People and Anita, You're Dreaming by **Waylon Jennings & The Waylors.** #0798—Pop A Top and Bottle, Bottle by **Jim Ed Brown.** #0799—For A Few Dollars More and The Good, The Bad & The Ugly by **Hugo Montenegro, His Orchestra & Chorus.**

The Gold Standard releases will also be available at retail record shops as well as one stops. They are now available.

Vending Aid Program Forges Ahead



Discussing the merits of the new "Vendisplay" Advertising are (l to r) Jack McAuliffe, Vice President of McAuliffe-Pollak Associates; Bruce McKendrick, Head Buyer & Planner, J. W. Thompson Company; Fred Pollak, President, McAuliffe-Pollak Associates; and Thurman Pierce, Administrator Media Supervisor, J. W. Thompson Company.

NEW YORK—During the past few weeks leading advertising agencies in New York have been introduced to the new Vendisplay Advertising according to Fred Pollak, president of McAuliffe-Pollak Associates, 608 Sherwood Parkway, Mountainside, New Jersey.

The advertising agencies that were visted by Pollak and his associate, McAuliffe were J. Walter Thompson Company, McCann-Erickson, Benton and Bowles, Sullivan, Stauffer, Colwell & Bayles, Rumrill-Hoyt, Jack Tinker, Ted Bates & Company, Dancer-Fitzgerald-Sample and Fuller, Smith & Ross.

As a result of these visits, the advertising agencies presented a number of proposals for using Vendisplay Advertising for national advertising as well as for product testing.

According to Pollak, "a great deal of interest was shown in using cigarette vending machines for national advertising for such diverse products as sun-burn lotions and foot powders as well as for cigarettes."

From the results achieved to date, Pollak is convinced that more and more of the leading advertisers will make use of Vendisplay Advertising in the near future. Showings of the Vendisplay Presentation are scheduled through the month of September in New York and will be followed by visits to Chicago advertising agencies in October.

LET'S GO TO CHICAGO!

THREE DAYS OF EXHIBITS AND SPECIAL EVENTS

FRIDAY, OCTOBER 11

9:00 A.M. to 3:00 P.M. ..... Exhibits Open
12:00 Noon ..... Ladies Luncheon
3:30 P.M. to 4:45 P.M. ..... Seminar on One Stops
5:00 P.M. to 6:00 P.M. ..... Seminar on Games Tournaments
Hospitality Suites Open in Evening

SATURDAY, OCTOBER 12

9:00 A.M. to 5:00 P.M. ..... Exhibits Open
11:30 A.M. to 1:00 P.M. ..... Luncheon & Membership Meeting
Hospitality Suites Open in Evening

SUNDAY, OCTOBER 13

10:00 A.M. to 3:00 P.M. ..... Exhibits Open
6:00 P.M. to 7:00 P.M. ..... Cocktail Hour
7:00 P.M. to 1:00 A.M. ..... Gala Banquet & Show

Exhibitors from around the world — the U.S., France, Italy, Germany, Japan — Representing all facets of the Coin-Operated Music & Amusement Industries and allied industries.

MOA MUSIC and AMUSEMENT MACHINES EXPOSITION

SHERMAN HOUSE HOTEL

MUSIC OPERATORS OF AMERICA

228 NORTH LaSALLE STREET

CHICAGO, ILLINOIS 60601

PROFILE: *Donald Miller—Get With It!*

One of the most serious problems confronting the coin machine industry lies in the area that gets the least recognition—that of service mechanic personnel. In all probability, the problem has not put anyone out of business, but then it's a sure bet that those firms without a first-class mechanic have suffered setbacks in providing fast efficient service to their location customers.

This shortage has existed for several years now and unless the operators and distributors in this industry start looking further into the future than the tip of their noses the seriousness of the situation can do no better than—get worse, causing undue headaches.

To get a few insights into this ever-increasing void, we called upon Mr. Donald Miller, president and equal partner with Robert Cooper who is secretary-treasurer, of the National Institute of Coin Mechanics, Inc. located at 1138 Xinca Ct., in Denver, Colorado. Cash Box Profile subject, Donald Miller first became acquainted with the trade back in 1961 where he lent a hand to a close relative, who owns a coin machine operation.

The Denver training school was purchased by Miller and Cooper on November 20, 1967, shortly after both men had completed the course themselves. The former owner was Jack Moran, a well-known man in the industry and former Profile subject.

Miller and his training school recently conducted a survey of Music Operators of America members (approx. 1,000), asking them: "How many mechanics do you need?" and "How many will you need over the next 24 months?" "The response," said Miller, "has been absolutely great. We've had a return of 26.7 per cent to date and they're still coming in. We have learned from this survey and from the many letters and phone calls that come in each day, that there is an absolute minimum of 1,500 jobs presently open or will be in the next 24 months for coin machine mechanics in this entire industry."

When we learned of this startling figure, the next question was obvious: Where can we find qualified mechanics to fill these vacancies? Miller's reply: "About the best thing we can do is train them. I've tried vainly to bring this to the attention of state unemployment agencies, but have received very little response. If an operator or distributor needs a mechanic, he should go to his local unemployment agency and tell them of his needs and inform them that there are funds available from such agencies as the Manpower Training and Development Act, the G.I. Bill and the Veterans Administration Rehabilitation Program to train and qualify some young man on their unemployed list. Then promise the young man a job upon the completion of the course. It's that simple. The only problem is that operators and distributors will call us and want a mechanic immediately. They won't look into the future, they wait until the very last minute and that's a little too late."

We quite agree with Mr. Miller and suggest that if you will keep an eye to the future, you can beat this problem of mechanics, by jumping right down to that unemployment agency and telling them of your needs—the funds are available—all you have to do is promise the student a job and pay him a high enough wage, once he graduates, that he will want to stay with you.

Miller said that only a few per cent of his students leave the industry once they have graduated. "Operators just don't seem to realize this problem. They know that as their business grows they will need additional mechanics, but fail to allow themselves enough time to acquire a qualified one with all the technical skill and know-how it takes to perform a first-rate job and keep those machines running at their peak," Miller further stated.

A dead machine collects no coins—only dust. And a mechanic with a screwdriver in one hand and a bottle of spirits in his hip pocket is of no value to any operator that thrives on the service he offers to his customer.

The entire training course at the Denver school costs $750.00 plus approximately $22.50 per week for room and board. If a student is subsidized by one of the mentioned agencies, then the cost to his employer is zero, all you have to do is promise him a job. Miller said, "If an operator cannot obtain funds for a prospective student from one of the agencies, then he might send the student to our school and absorb the expenses under the condition that the student will pay him back, either all or part, from his weekly salary."

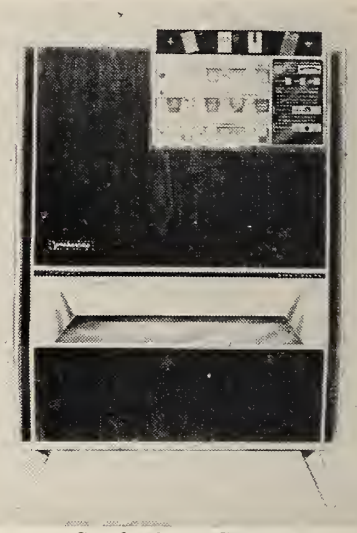
The course runs for 18 weeks, with up to 60 students for each period. Both Miller and Cooper plus chief instructors, Pat Blake and Sidney Spears act as 'professors' to the students. The class instruction is broken down in the following manner: Two weeks are spent on each major phonograph—Rock-Ola, Rowe, Seeburg and Wurlitzer. Two weeks on pin games. Two weeks on bowlers. Two weeks on special games and four weeks in all phases of vending which includes cold and hot drink machines, cigarette machines and candy units. The students also spend a considerable amount of time learning basic electricity and reading schematics.

Miller and Cooper are trying their darndest to lick this problem. But they cannot do it alone. Both men have, on several occasions, treked across this nation to speak at association meetings where they discuss the mechanic situation with operators, distributors and association leaders. Very few of the industry's leaders have bothered to lend a hand. One such man who did is Bob Rondeau of Empire Dist., Menominee, Mich. He has been an instrumental figure in encouraging no less than 28 servicemen to attend the school and completing the course. If more of the industry leaders would talk the problem up and encourage their fellow men to do the same, it would be only a matter of time before there would be enough mechanics to go around. A problem like this is always hard to understand. You know you will need a good mechanic. You also know that the few good mechanics in the trade are gainfully employed and that their employer is not about to let them go. Especially to a competitor. So what is the answer? The answer is very simple—get your own man and have him trained, pay him a decent salary—there you go, all plain and simple!

We don't mean this to be a gigantic hype for the Denver school, but it's the only service school available where a serviceman can receive a well-rounded and complete course on all phases of coin-operated equipment.

We thank you Mr. Miller and Mr. Cooper for your views and opinions on this very serious problem and you can bet if Cash Box needed a mechanic, we would send a young man to you!

Auto. Pdt's Exhales "Smokeshop Century" All-Sizes Cig. Vendor



Smokeshop Century

ST. PAUL—Automatic Products Company has given birth to a new model, the Smokeshop Century cigarette vendor, which is destined to live a long and useful life.

The reason is that the Smokeshop Century "vends them all"—regulars, Kings, Super Kings, and 100 mms. Therefore, it cannot be obsoleted by pack size.

Another example of the flexibility and versatility of this new vendor is the fact that it cannot be obsoleted by price changes either. A flick of the finger increases prices to 50 cents in each column. For further changes to $1, only a simple adjustment is required.

A thoroughly field tested, and proven accepted vendor, the Century Smokeshop offers numerous other advantages and engineering improvements. One of them, an optional feature, is Automatic Products Company's exclusive half dollar acceptor and selective changemaker.

This device accepts half dollars, quarters, dimes and nickels. Upon deposit of half dollar or two quarters, it returns change in nickels with the pack of cigarettes. Fifty-cent merchandise can be vended with insertion of any denomination of coins totaling 50 cents. For cut price locations, a penny changer also is available.

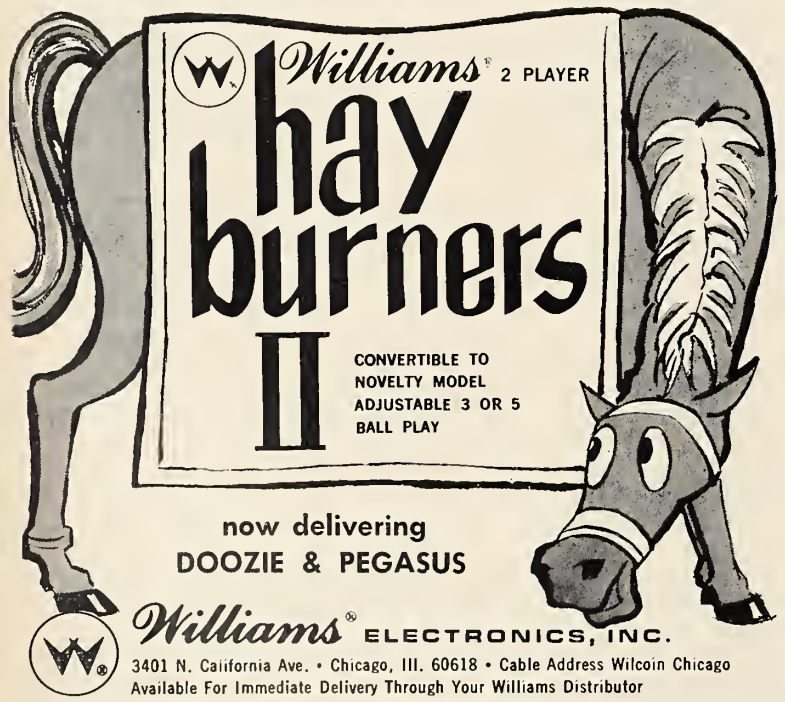
There are two Smokeshop Century models to meet the need of any location: the Century "850" for high volume locations, with a capacity of 27 selections and 36 columns, including nine "automatic shift" columns; the Century "630", 18 selections, 27 columns, including the nine shift columns, for providing double quantities on the most popular brands.

Both the 850 and the 630-pack Century Smokeshops vend all sizes of cigarettes, from regulars to 100 mms. Both are trouble-free, because they have a minimum of movable parts, encased in a one-piece, welded cabinet. And both are easy to service; the front swings open on a piano hinge and the entire mechanism pivots out and opens like a book for easy loading.

Customer appeal is built into the Smokeshops, which have eye level display of brands and the simplest push button operation. In addition, the vendors come in a choice of six new, eye-pleasing colors—black walnut, tangerine, astro peacock, driftwood, turquoise, and astro flame.

Automatic Products Company also has a Century modular cabinet for banked vending locations. It comes in matching colors and as a companion to the Candyshop, Snackshop, and Pastryshop vendors, with skirts and caps available.

For further information, write Automatic Products Company, Inc., 301 Chestnut St., St. Paul, Minn. 55102.



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BAZAAR	230	PAR GOLF	150
BUS STOP, 2-PI.	185	HULA HULA	250
GRAND TOUR	150		
HARVEST	165		
BULL FIGHT	180		
DISCOTEK, 2-PI.	210		
MAGIC CIRCLE	195		
TRIO	195		
WILLIAMS		**MIDWAY**	
FULL HOUSE	$245	CAPTAIN KID	$375
BOWL-A-STRIKE	205	TROPHY GUN	210
DOUBLE PLAY	160	RIFLE CHAMP GUN	210
		MONSTER GUN	255
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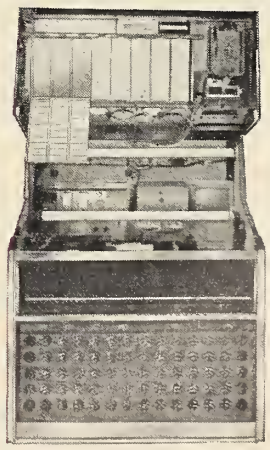
All-Out Accessibility

Everything's up-top, at eye level, in this exciting new Rock-Ola 440 phonograph. No stooping, squinting, reaching! You get *"Easy View" Programming* for faster loading . . . *Flip-Top Servicing* with all components at arm's reach. *Interchangeable parts* that cut downtime to a minimum . . . the world-famous Rock-Ola mechanism . . . lighted animation (optional) . . . the whole bag of exciting Rock-Ola happenings that startled the music world in 1967-68!



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GROOVY!

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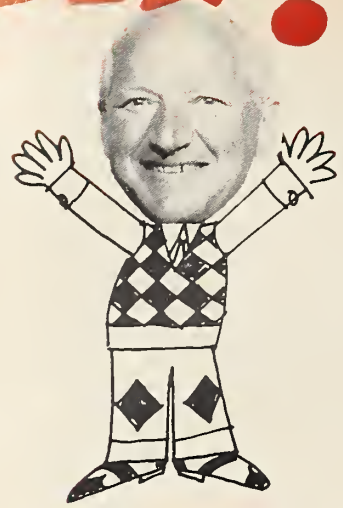

Albert Simon
ALBERT SIMON, INC.
New York, New York 10036

A. Lu Ptacek
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NEW ROCK-OLA 440
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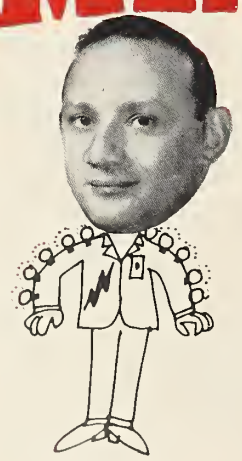

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MONROE COIN MACHINE
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Miami, Florida 33150

BREAD MAK-ER!

NEW
ROCK-OLA
440
MONEY GRABBER

Abe Susman
STATE MUSIC DISTRIBUTORS, INC.
Dallas, Texas 75226

Rock-Ola Releases Model '440' 160-Selection Stereo Console Phonograph; Accent on 'Psychedelic'; Offers Burglar Alarm, Play-Price Flexibility

CHICAGO—A brand new stereo console phonograph, with an adventurously "mod, psychedelic" appearance, has been released this week by the Rock-Ola Manufacturing Corp. The glamorous, 160-selection machine, is named and keyed the model "440" and offers unusual colors and a chic styling, all created, as Rock-Ola puts it, "to make music not only sound better but look better."

Introductory showings were held all last week at the majority of the U.S.A. distributor showrooms to preview the "440" to selected music operators before the official release this week. Orders accepted during that period are being promptly filled, according to executive vice president Ed Doris. As a matter of record, Doris revealed that the volume of per unit distributor orders for the "440" already logged have surpassed those recorded by the factory for the first two weeks' sales of any of its predecessors. "Truly we've never seen any new machine so overwhelmingly accepted by the trade," Doris declared. "I could attribute this 'warm welcome' to any one of the machine's numerous technical and artistic features, but truthfully, I'm sure it's the extremely attractive 'psychedelic' appearance that our engineers have captured in it, through the combination of the right colors, its silhouette and visual movement. Short and simple, the '440' knocked the eyes out of operators who've seen it and they know the unit will get the same reaction from their location customers," he added.

Doris described the "440" as a perfect location piece. "In the brightly-lit distributor showroom as in the well-illuminated restaurant location, the machine looks grand. But put it in a darkened spot, as most of this trade's locations are, and a certain X-factor really comes alive . . . an artistic charisma that I've never seen in any other unit. It goes beyond fitting the location mod . . . it creates its own. To say it will coax customers over to inspect it and play it is almost redundant . . . it's that kind of machine."

FEATURES GALORE

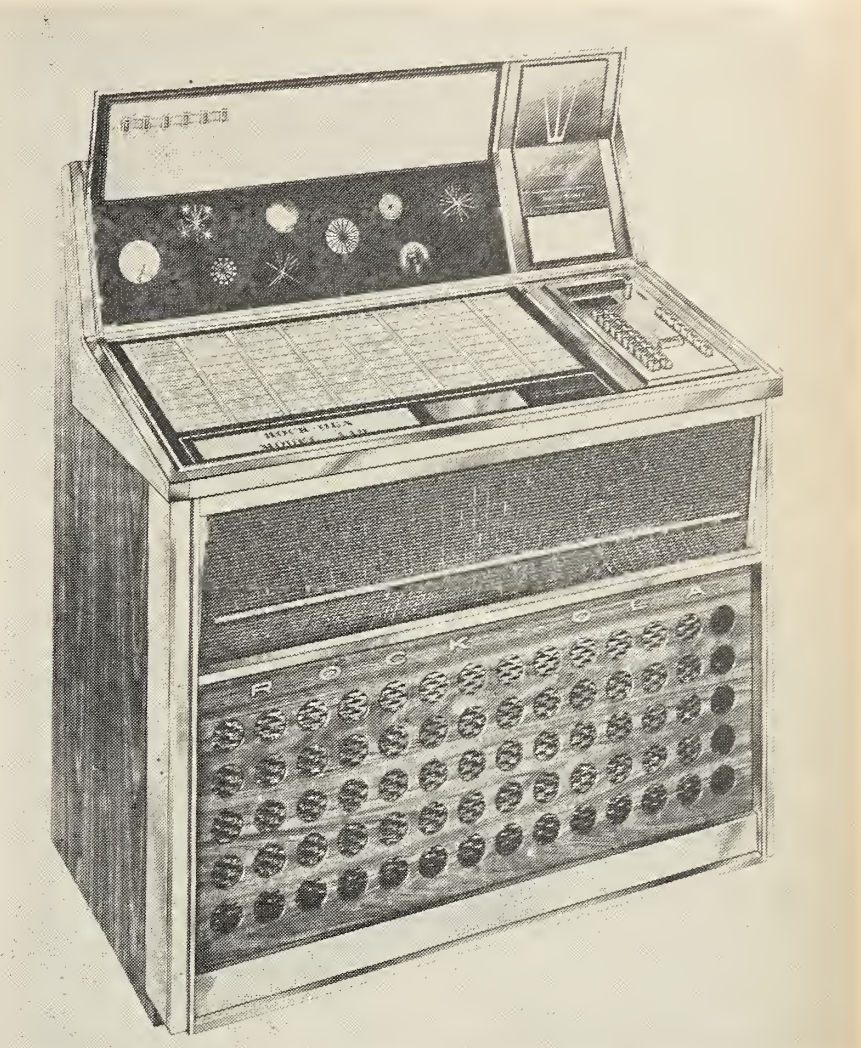
A wealth of features, many standard, some optional, are available to music operators in the "440," including a number of industry "firsts." In addition to the standard technical components which have characterized many of the factory's most successful previous models, the "440" comes equipped with the Model 2116 burglar alarm system . . . a compressed gas-operated horn which goes off under excessive machine tampering. An optional animation kit (Model 2118), when incorporated behind the rear-lit artwork in the upright display case, creates a most attractive and compelling animated light show . . . a concept which has always served to coax customers over to the machine. Distributors have expressed considerable interest in this feature.

The Model 2108-1 dollar bill acceptor, another optional feature, is available to extract the most from preferred locations. The "440's" coin mechanism is now easily removable and electrically operable for servicing while still in the phonograph. The credit unit can be quickly set (by means of a tiny rachet) to vend music for two-plays-for-25¢, five for the second consecutive quarter, eight for the third and eleven to fifteen plays for the fourth quarter. "This four-quarter multiple acceptance is an industry first," according to Doris, "and offers operators $1.00 acceptance even without the need of the bill unit. Increased play pricing is the only answer to galloping inflation and we expect the trade to utilize the new and convenient arrangement to its fullest." The unit is shipped on a 3-25¢ play basis from the factory.

SERVICE ITEMS: TECHNICAL POINTS

Operators will be interested to know the "440" still retains Rock-Ola's "flip top servicing" features. The self-locking program dome, now hinged to a torsion spring bar to prevent accidental closings, places much of the common service items either at eye or arm level, including a hinged program holder that flips down for fast title strip changes. The Rock-Ola revolving record magazine offers clearly visible record indicator numbers on top for fast loading of new tunes. "Its slotted, precision-casted magazine hub keeps records aligned for perfect indexing," Doris stated. The unit also offers what Doris calls "easy view" programming for players, with the price card, credit signal window, coin slot, reject button, the optional bill acceptor and selection buttons all up top in one location on the machine.

The dome design also prevents spillage from drinks at the location. The coin entrance chute has straight-through drain provisions. There's a spring-loaded reject button to prevent button pounding. Both bills and coins drop into a single cash box which opens at the cabinet's side. The "440" also carried an automatic money counter (Model 1989-2 optional) which is sealed and tamper-proof and totalizes both coins and bills (works even in conjunction with the "Phonette" wall-box).



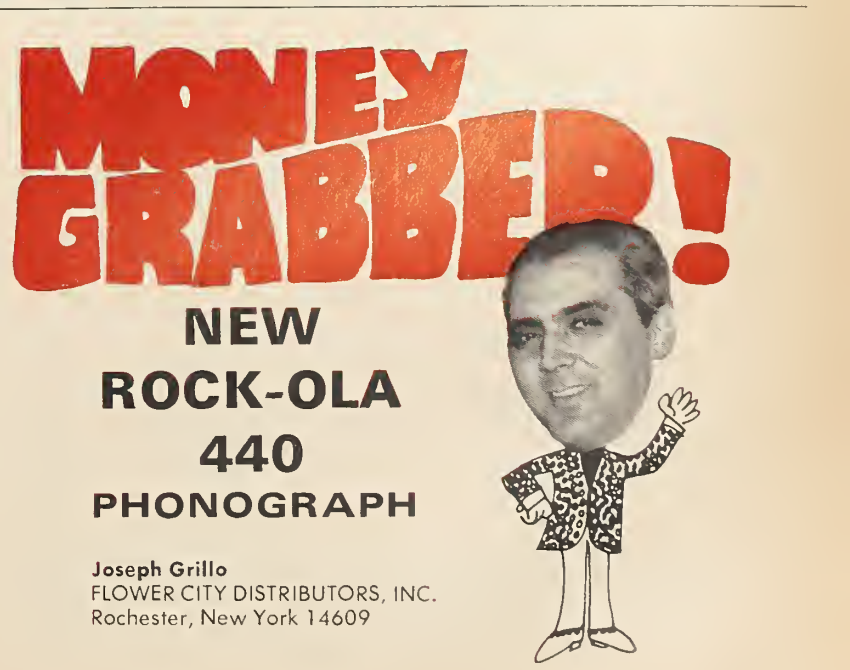
ROCK-OLA MODEL '440'

The "440" amplifier is designed to be removed quickly and easily and hung up front for in-cabinet, on-location servicing. The amp is completely transistorized with circuit protector bulbs to prevent damage to its transistors if the speaker leads are shorted. It works with the motorized volume control (Model 2115). This remote volume control (optional feature) is reported to be the first in the industry to offer on-off switching for phonograph power as well as volume and cancellation and comes complete with an iluminated dial.

The new common receiver system (Model 1765-2), which operates with Rock-Ola's Ultra and Centura and other current model phonographs, is designed to end the cost of multi-receive system inventory. This optional item offers two transistors and two identical plug-in relays that are protected from dust and dirt. The feature, according to Doris, does not obsolete previous equipment. There's also an optional "L" pad speaker control (Model 2117) which is used in conjunction with existing location speakers or the factory's stereo-twin speaker set-up (Model 1634).

Within the unit itself, speakers offered are two 12" woofers and two 5" by 7" oval tweeters in a crossover network. The "440's" sound is dubbed "a new standard of perfection in low-distortion balance." The speakers are now positioned top and bottom in the cabinet for improved stereo separation. Rock-Ola's famous Mech-O-Matic

(Continued on page 85)



Empire Stages Giant Fete Celebrating New Chi Quarters & Rock Phono

—Empire Distributing, Inc., [illegible]owing to end all showings, [illegible] September 6, to introduce [illegible] Rock-Ola 440 phonograph! Occasion also marked the official grand opening of Empire's spacious, new quarters at 120 S. Sangamon St. here in Chicago.

Star of the evening's festivities, of course, was the beautiful 440, displayed in all its "mod" glory, in a specially built panoramic display on the premises, which will heretofore be used exclusively by the distrib as a showcase for phonographs.

Numerous operators, their employees and families attended the Empire event. Factory executives on hand for the opening included: David C. Rockola and Dr. David Rockola, Judd Weinberg (Gottlieb), Frank Schroeder (Fischer), Mort Secore (ChiCoin), Bill O'Donnell (Bally) and M. Wolverton, Hank Ross and Ross Scheer (Midway).

A huge red and white striped tent was set up in the parking lot, adjacent to the building, where guests headed after viewing the '440', to partake of food, drink and entertainment. It was a tremendous affair not soon to be forgotten by Windy City coinmen!

(Left to right) Empire's Joe Robbins, Donald Rockola, Empire prexy Gil Kitt and David C. Rockola, president of Rock-Ola Mfg. Corp.

Ross Scheer of Midway Mfg. and Mort Secore of Chicago Dynamic Industries.

Rock-Ola's Edward Doris and his lovely wife, Lauretta.

Here they are! Empire's sales and executive staff, all decked out for the occasion!

Rock-Ola's George Hincker and Camille Compasio of Cash Box.

The Hesch brothers and their wives of A & H Entertainers in Arlington Heights, Ill.

Mr. and Mrs. Dennis Jacobs and Mr. and Mrs. Donald Jacobs admire the 440.

The Tent!

A COME-ON!

NEW ROCK-OLA 440
MONEY GRABBER

Peter Geritz
MOUNTAIN DISTRIBUTORS
Denver, Colorado 80205

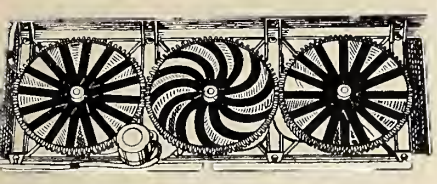
THE MOST!

NEW
ROCK-OLA
440
MONEY GRABBER

Walter Waldman, Pres.
S. L. STIEBEL COMPANY
Louisville, Kentucky 40202

Rock-Ola (Cont'd)

intermix 33-45rpm speed control is again incorporated into the "440." Also once again, the new Rock console features the factory's Accu-Trac tone arm with a magnetic pick-up and diamond stylus for lower tracking force, improved tracking ability and increased compliance and minimized "needle talk," Doris further advised.



New Animation Kit/Model 2118

Motorized Volume Control/Model 2115

Alarm System/Model 2116

"But don't let all this talk of electronics lead you to believe the new console is predicated upon sophisticated equipment that might pose difficulties to our trade's mechanics. We design our phonographs to be as mechanical as possible and always minimize the electrical dependence wherever possible for service simplicity. Most operators know this and they can be assured that we've again given them a machine that can be kept functioning at 100% performance with just the basic technical knowledge every operator is equipped with," he declared.

The new "440" is now being delivered and the nation's music operators are invited to stop by their local Rock-Ola distributor for their own personal inspection, if they have not been in to see it thus far. Detailed literature on the machine is available from distributors or direct from the factory in Chicago.

Rock-Ola's international dealer network will be receiving their shipments shortly, according to executive vice president Dr. David Rockola.

ATT: MASS. OPS!

Assn. Dinner Sept. 19! Granger/Cannon Speak; Operator Programs On

CAMBRIDGE, MASS.—Ray Barker, president of Massachusetts Coin Machine Association, revealed that the MCMA will stage their Regional Dinner Party on September 19th, at the Yankee Drummer Inn near exit #10 of the Mass Turnpike on Route 12 in Auburn, Mass.

Guest speakers include MOA president, **Billy Cannon, Russ Mawdsley,** vice-president of MOA and past president of MCMA, and **Fred Granger,** executive v-president of MOA. They will speak on various problems confronting the Mass. operators and the industry as a whole. A social hour is scheduled for 7 PM with dinner beginning at 8 PM. Tickets for the affair are $15.00 per couple and reservations should be mailed to MCMA, 109-111 Hampshire St., Cambridge 02139.

Barker said operators from outside the state were also welcome at the meeting and urges everyone planning to attend to bring along his wife so that she may better understand the industry and its problems.

Very Much Alive

"The MCMA is still very much alive and very active in the members behalf. We had to curtail the regular meetings due to the difficulty in obtaining interesting and informative speakers and the cost of such meetings, but the board of directors has been together on various occasions to work with each other and with our legal counsel for the best interests of our industry," said Barker.

Promising Future

He went on to say, "Now and in the future . . . bigger and better plans are being formulated to make our association even better. We look forward to a larger and more active membership to participate in the upcoming election of new officers and members of the board of directors. We need new ventures in public relations to assist in the conversion to 2 plays for a quarter. With the costs of equipment and service constantly on the upswing, we can only offset these costs by 15¢, 2 plays for 25¢."

Support

This is an important meeting for Mass. operators, all are invited and urged to make their reservations at the earliest date possible. An association is only as effective in combating unfavorable legislation and solving industry problems, as the members are in lending their time, effort and money —which all boils down to SUPPORT!

Continuing Growth is Byword at Sega

TOKYO — Sega plans to release 3 new arcade games before the end of this year to achieve a 24 month total of 12 games (8 for the export market and 4 primarily for the Japan market). This does not include various types and models of payout equipment. According to Sega President David Rosen "All production and sales schedules have been met or exceeded and future goals will be established at higher levels to satisfy continuing strong demand."

New Trucks

A total of 134 new 1968 cars and trucks in four categories have been added this year to Sega's fleet of route and service vehicles. Allowing for trade-ins, vehicles in use at Sega's 38 branches are up from 180 to a new total of 210.

Mechanics Manual

A Japanese-language coin industry mechanics manual has been compiled and published by Sega headquarter's Training Section. Copies of the manual are now being distributed to Sega technical personnel throughout Japan. The new manual follows the publication last year by the company of a comprehensive Japanese language guide to all American made flippers and pin balls. Training courses or descriptive technical pamphlets in Japanese are also prepared periodically covering all unique or complicated games or equipment imported from Sega's major U.S. and European suppliers.

English Lessons

To assist employees wishing to further their careers through learning the English language, Sega has established a program for supplying individual language laboratory machines (LABO type). The cost of the bulk-order machines in shared, with employees paying back their shares to Sega through small monthly payments. The LABO language laboratory machines feature a 24 channel magnetic tape with pre-recorded instruction on most channels. Several staff members who are already proficient in English are taking courses in languages other than English with a view to eventually aiding Sega's expansion in Europe and Latin America. The language instruction program is under the direction of Administration Department chief T. Takahata, who will supervise the periodic progress tests planned.

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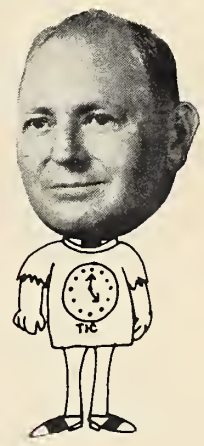
A TURN ON!



NEW ROCK-OLA 440
MONEY GRABBER
E. M. Hudson
VENDING MACHINE EXCHANGE
Bristol, Virginia 24201

UP TIGHT!
Harry B. Brinck
H. B. BRINCK
Butte, Montana 59701

NEW
ROCK-OLA
440
MONEY GRABBER

A WHOLE NEW BAG!

NEW ROCK-OLA 440
MONEY GRABBER
Morris Piha
GREATER SOUTHERN DISTRIBUTING
Atlanta, Georgia 30312

...IPPY!

NEW
ROCK-OLA
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MONEY GRABBER

David Stern
SEACOAST DISTRIBUTORS
Elizabeth, New Jersey 07201

NEAT!

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ROCK-OLA
440
MONEY GRABBER

J. A. Wallace
WALLACE & WALLACE MUSIC, INC.
Oak Hill, West Virginia 25901

MOD!

NEW
ROCK-OLA
440
MONEY GRABBER

Lawrence F. LeStourgeon
Oscar Hendrick
LESTOURGEON DISTRIBUTING CO.
Charlotte, North Carolina 28201

Hip-N-Tic!

NEW
ROCK-OLA
440
MONEY GRABBER

Thomas Greco · Frank Greco
Joseph Greco · Jack Greco
GRECO BROS.
AMUSEMENT CO., INC.
Glasco, New York 12432

CashBox 'Round The Route

Eastern Flashes

ON TO PHILLY—Quite the number of music and games operators we spoke to this week intended on shooting down to Philadelphia for the NAMA Show. Many of the East Coast distribs, likewise, plan on seeing the exhibits, seeing what's available and visiting with execs from the factories whose products they represent. . . . Our distribs down there, Banner, Eastern, Active and Rosen will be anxious to receive visiting vending ops and are in for a busy time. It's open house at Dave Rosen's during the convention with food, drink on hand and machines, machines, machines on display. Dave's still taking it slowly and probably won't be able to be there in person.

ROCK-OLA WEEK—Talk of the town centers on the new Rock-Ola '440', on display at **Al Simon's** showrooms. Many of the ops from the City as well as Westchester, Nassau, Rockland and elsewhere dropped by to inspect the unit. Most of the Rock-Ola distributors across the land opened their doors to the trade last week to introduce the console in the grand style. **Norm Goldstein** of Monroe Coin held a big bash for Ohio ops last Friday, attended by **Ed Doris** of the Chicago factory. **Abe Sussman** dropped us a note saying he was receiving Texas customers all last week. The S&M Dist. lads **Al Dixon** and **Clyce Percy** held informal showings for their ops. The Wallace & Wallace Dist. bunch kept things moving nice and smooth, even with **Red** only able to drop by the office once or twice a week. But he's feeling much better and should be able to make Chicago for the Show. **Larry LeStourgeon** and **Oscar Hendrick** at LeStourgeon Dist. logged in quite a few orders on the '440' already during their open house last week. . . . General Vending's **Arnold Kaminkow** likes the 440's animation kit and is recommending it to all his customers. . . . Philly's **Joe (Active) Ash** says he'll be selling every one of his 440's with the kit included, he believes in it that much. "This animation feature is one of the best ideas in this machine." Joe, incidentally, only recently added on still another 10,000 sq. ft. of warehouse space to his already expansive establishment on N. Broad St. . . . . **Bob Nims**, due to hit NAMA over the weekend. Says that split conventions shouldn't hurt either MOA or NAMA —there's that much excitement in both. . . . **Eli Ross** likes the '440' and the rest of the Rock-Ola line. He's already moved two carloads of the new phono and last month sold a little over 200 can vending soda venders. . . . **Vic Conte** and **Johnny Passiatore** at Victor Conte Dist. did very well at their showings of the '440'. "Every operator who saw it bought at least one," says John, who adds that plenty of ops came in.

ANOTHER WESTERHAUS HAPPENING—Joe Westerhaus' Dime-N-Bowl Leagues held their National Coin-Operated Pool Championship last weekend (Sept. 6-7) at the Imperial House Motel in Cincinnati. Sixteen teams participated in the tournament, which climaxed Dime-N-Leagues' regular 8-ball season. Teams came from many areas such as Cincy, Dayton and Columbus, Ohio, Grand Rapids and Detroit, Mich., Jamestown, N.Y. and Minneapolis, Minn. Pix and more details next week.

CONDOLENCES — Bad news never travels alone and the passing of popular Rockland County operator Tony Catenese and Nashville's Harry Sanders saddened many in the trade. Both gents were oldtimers in this business and both suffered long before finally passing on. Our sincere condolences to members of both families. (See separate stories this issue).

THE JERSEY BOUNCE—Genial Irv Morris (Newark games distrib) back from Chicago after attending wedding of son Alan at the Ambassador House. Also attending nuptials were **Nate Gottlieb** and **Judd Weinberg** of the D. Gottlieb & Co. factory. Soon as Irv returned, he learned of Tony Catenese' death and drove up to Suffern to attend funeral. . . . **Sol Lipkin** of American Shuffleboard on the move again, this time to the Hospital Show down in Atlantic City. Will return this Friday. . . . Dave Stern at Seacoast getting early delivery on new Rock-Ola 440's and why not, lots of orders to fill for Jersey music ops.

HIRSCH IN ACTION—Super showman **Hirsch de La Viez** already lining up most of his talent for the MOA Banquet, drops a few choice names secured thus far for the big show, including **B. J. Thomas** of Scepter Records, **Boots Randolph** of Monument, **Vivian Reed** of Epic, **Debbie Lori Kaye** of Columbia and **Julie Budd** of MGM.

HERE AND THERE—**Tommy Tarantelli** at the famed Syracuse one-stop bearing his illustrious name, picks 'Piece of My Heart' by **Big Brother & the Holding Company** on Columbia to make a big piece of change for music ops. **Tops** this week for **Jimmy Galuppi** is the **Union Gap's** new 'Over You' also on Columbia. Tarantelli's coupon deal, incidentally, ends Sept. 15th.

Bulk vending ops will be interested to know that while the availability of pistachio nuts goes down, the peanut crop isn't doing much better. The latter's off about 1% from last y ar. Pistachio's, as most bulk ops know, come principally from the Near East and all that fightin' and fussin' over there hasn't helped the crop any. . . . The Servomation Corp., national in-plant and vending organization, reported increases of 6% in earnings and 11% in sales for fiscal 1968. Consolidated sales reached a record $228,144,000 for the fiscal year ending June 29, 1968 compared to $205,983,000 in the prior year. Figures for both years include results of acquisitions made during fiscal 1968 on a pooling of interests basis. During the year Servomation signed more than 300 contracts to provide food and vending service in plants, offices, colleges, hospitals and other institutions. Branch expansion and acquisitions in 1968 raised service coverage to 192 operating centers and branches covering 38 states. However, no mention of the firm's reported entrance, and enormous interest, in the music and games end of the business. Either it isn't that big or they just ain't talking.

Milwaukee Mentions

Last Wednesday (11) was a big day for some 50 of the area's operators who were invited by **Sam Hastings** of Hastings Dist. Co. to a showing of the new Rock-Ola 440 phonograph! Affair was held at the Milwaukee Inn and, in addition to catching their first glimpse of the beautiful new 440, guests enjoyed cocktails, dinner and a very festive evening! . . . Another very successful showing of the 440 was the one hosted by **Bob Rondeau** of Empire in Menominee, which was mentioned briefly in last week's Cash Box. We talked to Bob a couple of days after the big event and he told us this was his eighth Rock-Ola showing in Menominee and, by far, his "most successful"! **Joe Robbins** and Dave St. Pierre came in from Empire's Chicago headquarters to attend the affair, held at The Dome in Marinette . . . **John Jankowski** of Radio Doctors items that local operators are showing a great deal of interest in a newly released Decca single titled "Little Arrow" by **Leapy Lee**! Also, the **Baja Marimba Band's** "Do You Know The Way To San Jose" b/w "I Say A Little Prayer" (A&M) and "Over You" by the **Union Gap** on Columbia.

Chicago Chatter

Hymie and Eddie Zorinsky of H. Z. Vending & Sales (Omaha, Neb.) introduced the Rock-Ola 440 in grand style on Sunday (15) with a huge showing at the Sheraton Fontenelle Hotel in Omaha. An excellent turnout of operators and guests were on hand to celebrate the occasion and partake of the cocktails, dinner and entertainment which followed the official unveiling of the 440! Rock-Ola's Les Rieck flew in from Chicago to attend the affair and assist the hosts!. . . . Chatted with Bally ad mgr. Herb Jones who informed us the factory's assembly lines are being set up for a limited run of the famous Big Bally Bowler — 1969 edition! They're all pretty excited about it! Herb also noted that "World Cup" and "Safari" are continuing to score extremely well throughout the trade! . . . Nice to see Frank Fabiano, prexy of Buchanan Amusement Co., during the Empire Dist. Rock-Ola showing on Friday. . . . Needless to say, "Playtime," which debuts this week, is quite the center of excitement at Chicago Dynamic Industries. Firm's in full production and shipments are going out now! . . . Joe Kline items that dates will be announced shortly for the series of service schools, to be held in the Atlas Music Co. showrooms, covering the Rowe vending line as well as the Music Master and PhonoVue. . . . These are busy days at Marvel Mfg. Co. Prexy Ted Rubey specifically points to pool table supplies and scoreboards as doing extremely well for him! . . . World Wide Dist.'s Nate Feinstein, Irv Ovitz, Frank Gumma and Jules Millman headed for Philadelphia last week to attend the big NAMA convention. Distrib's Art Wood was on hand in Springfield, Ill. for the annual ICMOA confab. . . . Here's a reminder from MOA's Fred Granger to fill in your room reservations cards for accommodations at the Sherman House and get them in the mail immediately! MOA time is fast approaching and, as Fred further points out, the Exposition opens at 9:00 A.M. Friday morning, October 11. . . . Talk of the trade this past week was the combination open house and showing of the Rock-Ola 440, which was hosted by Empire Dist. This was without a doubt one of the distrib's most successful events! Among the many factory executives attending were Frank Schroeder of Fischer Mfg. (Tipton, Mo.), Judd Weinberg of D. Gottlieb & Co.; Mort Secore of Chicago Dynamic Ind.; Marcine Wolverton, Hank Ross and Ross Scheer of Midway Mfg., Bill O'Donnell of Bally Mfg. and, from Rock-Ola Mfg. Corp., Mr. David Rockola, Mr. Dave Rockola, Donald Rockola, Ed Doris and George Hincker. . . . Chatted briefly with Midway's Ross Scheer, prior to his departure for Philadelphia last week. Ross planned to look in on several of his customers who were attending the NAMA convention out there. . . . Harry Brinck of H. Brinck Co. in Butte, Montana, unrolled the red carpet and the welcome mat at his showroom, for a weeklong open house to introduce the new Rock-Ola 440! Harry told us he's looking forward to the trip to Chicago next month for the MOA Exposition! . . . Seems to be another anti-coinbiz witch hunt brewing down in Texas. Special House Committee is looking into the possibility that local ops control all the taverns and lounges (whatever that means), all predicated on the fact that our industry grants loans to the tavern owners. (Separate story this issue.)

California Clippings

Talk o' the trade on Pico is the way, way out Rock-Ola '440' phono. New 160-selection juke is on stage over at Bob Portale's and is he ever happy! "This unit's a honey," says Bob, "and California will be seeing quite a bit of this lady at their local tavern's". New Rock juke also on show at Pacific Coin at Rainbow distribs up in Washington State. . . . Johnny Weiss of local American Shuffleboard Sales outlet says activity on the longboard shuffles continues its popularity upsurge. "Trouble with these pieces is they just last and last at the location," quips Johnny. "But I guess it makes the operator and location happy to have a machine you don't have to change all the time." . . . Hank Leyser up at ACA in Oakland looking forward to the MOA Expo, should be accompanied out there by George M., Murray F. and the rest of the firm's execs. . . . Also learn Dave Solish due to hit Chi for the '68 Show. Expect others from Calif. Assn. as well as independent ops to be making the trek. . . . The recent Wurlitzer service schools, held in the San Francisco and Los Angeles territories, were attended by technicians of four well-known operators of the West Coast: Hardin Music of Pleasant Hill, A.B.C. Music Co. and The Servomation Corporation of Fresno, and Diversified Sales of Bakersfield. Instruction for the four sessions was under the direction of Leonard Hicks, Wurlitzer Field Service Engineer. For this particular service seminar, Hicks abandoned his usual course of study and substituted a more informal question and answer session. "As a start, we allowed the men to toss out any questions or problems which they considered troublesome," said Hicks. "Usually the problems are actually little ones," Hicks continued, "but, in this type of discussion, the service-technician derives more from just listening to the other guy's troubles!" Personnel who attended the California service schools were: Dave and Fred Hardin of Hardin Music; Bob Bunch, Chuck Hames, Warren Sindt and Chuck Sharp of A.B.C. Music Co., Marty Cerin of Diversified Sales of Bakersfield, Ed Carey, Ben Sanders and Chuck Hewett of Servomation Corporation, George Young of George Young Music, Sarge Baldwin of Nickabob Sales.

HOW GREEN IS MY VALLEY — According to Hank Tronick of C. A. Robinson the Valley pool tables are bringing in plenty of that good old green stuff. Speaking of those beautiful Valley's Hank reports that he is expecting another shipment to arrive at any moment now. We hear that Nick Cardella, director of marketing for Midway, was in visiting at C.A.R. H. H. tells us that Nick is very concerned with the coin machine phase of the ever expanding Midway plant. While he was in our town he huddled with Hank, Al Bettleman and Mike Hall, discussing all aspects of coin machine amusement business.

WILLIE MARCHAND OF SIMON DISTRIBUTING IS PRESENTLY ON VACATION — George Muroaka reports that summer vacations are coming to an end with Willie Marchand and family spending two weeks in Yosemite (sure hope we spelled that right). Also get reports that George has had some Latin American visitors.

FROM THE RECORD RACKS—Out of San Francisco we get the word that Al Wilson has been selling the charms of the "Snake" in very large quantities. Deck is on the Soul City label. Also doing very well in that part of the country is "Elinor" by the Turtles on White Whale. From Seattle the word is "Poor Baby" by the Cowsills on MGM. Another big bustout from both Seattle and Portland is "L.A. Break Down" by Larry Marks. Larry has produced the Merry-Go-Round and Liza Minnelli among others. On this disk he is composer, and producer as well as the singer. Jerry Barish reports that the Lovin' Spoonful are out with their newest "Run with You" on Kama Sutra. "Harper Valley PTA" by King Curtis on Atco.

EYE CATCHER!

NEW ROCK-OLA 440 MONEY GRABBER

Bob Portale
PORTALE AUTOMATIC SALES
Los Angeles, California 90015

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NEW ROCK-OLA 440 MONEY GRABBER

Robert E. Nims
A.M.A. DISTRIBUTORS, INC.
New Orleans, Louisiana 70130

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Montgomery, Alabama 36104

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Baltimore, Maryland 21201

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MAILING LIST 7,329 Juke Box and Game Operators $215.00. 9,305 Vending Machine Operators $275.00. Both list $400.00. Code to show type machines operated. Guarantee 100% accurate. Write for list by states L. W. WHIPPLE, BOX 125, MATTHEWS NORTH CAROLINA. Phone 704-847-9474

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35,000 PROFESSIONAL COMEDY LINES! For speakers' joke books plus Current Comedy a topical humorous service period. Catalog free. Sample selection, $5. John Rain Associates, Inc., 232 Madison Avenue, New York City 10016.

Wurl. Visits Op's In Florida, S. Fran.

NORTH TONAWANDA, N.Y.—While Harry D. Gregg was recently conducting a Wurlitzer service school in Tampa, Florida . . . Leonard Hicks was carrying on similar instruction in San Francisco and Los Angeles territories. Both were utilizing the same curriculum.

Harry D. Gregg and Leonard Hicks are service engineers for The Wurlitzer Phonograph Division. They have been conducting operator service schools throughout their territories for quite a few years.

Florida

Those attending the class in Florida conducted by Gregg were: **Ronald F. House** of Fred Music House, Sarasota; **John Anastasi** of Johnny's Amusement Co., Tampa; **D. Ross Runyon, Mike P. White, Don Comphir, James O. Branill, Gene Carter, Hank Beals** and **Robert Pinkerton** of Rainbow Music, located in St. Peterburg. **Stan Seymour** and **John J. Smarsh** attended from Seymour Music of Sarasota. **John Freeman** of Clearwater Music, located in the town of the same name, also attended, along with **Tom Olmes** of St. Petersburg.

S. Francisco

When Leonard Hicks conducted his service school in the San Francisco territory, the following servicemen attended: **Jerry Fyffe** and **Edward Engberg** of San Francisco Operators Service in addition to **T. Berry, Phil Weller** and **E. L. Phillips** of Burlia & Bud's Music, Fremont, **George Haga** of Lee Kirk Distributors, San Jose, **T. L. Toline** of G & H Vending, Gardnerville, Nevada, **Paul E. Bryrer** of San Rafael, **John Thomsen** of North Broadway Vending, San Francisco, **Gene Gordon** of San Bruno, **Fred Harden** of Harden Music, Pleasant Hill. **Bert Prima** and **Alex Cool** of Federal Vending, San Francisco, and **Bob Bennett** of Ehrlick & Baker Vending, also of San Francisco.

Others

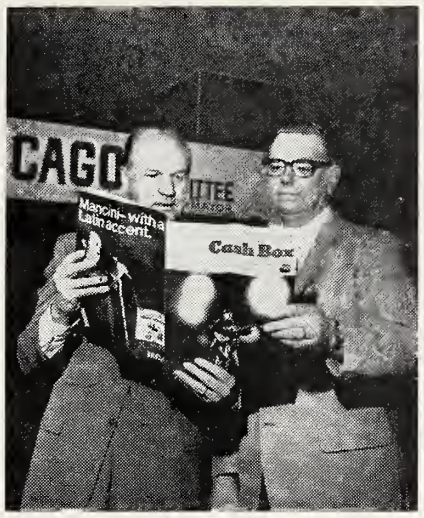
Others who attended the service school held in Sacramento were: **Frank Masse** and **Jerry Edwards** of that city, **Robert Johnson** of Automatic Merchandise, Marysville, **John Wegman** of Mother Lode Music, Colfax, **Jim Ponterio** and **Robert Hull** of Sacramento Concession, Sacramento, and from Cook's Music of Auburn came **Tiny Cooke** and **LeRoy Cooke. John Ponterio** and **Cliff Rolf** of A & A Distributors, **Fred Smith** of A. B. C. Vending, **Larry Ford** and **Edward Slavich** of Southside Vending, and **Bill Wilson** representing Automatic Corporation. The last four operators are located in Sacramento.

The subject for both service schools was "Sales Features and Service Facts" . . . in reference to the Wurlitzer Americana II Phonograph.

Model Vend. Continues Growth Program

PHILADELPHIA — Model Vending Inc., a Philadelphia based public company, traded over the counter, has entered into an agreement to acquire Mobile Industrial Equipment Corp. Clarence J. Stern, president and chief executive officer of Model, stated that Mobile, also of Philadelphia with branches in Horsham, Pa. and Wilmington, Delaware will become a wholly owned subsidiary of Model. Samuel Fertik will remain as president of Mobile. Mobile leases and sells material handling and capital equipment for industrial use. Stern stated this was the first acquisition in line with its previously announced statement to diversify the company's activities. On September 9, 1968 the shareholders of Model have met and voted to change its name to MVC Industries, Inc.

Trade Expo Pushes On!



William N. Anderson, Jr., of Broom & Anderson Amusement Co., of Logan, West Virginia (right), is shown here during his recent trip to Chicago as a W. Virginia delegate to the National Democratic Convention. That fellow reading the other half of the Aug. 31 issue of Cash Box is none other than MOA's Fred Granger. Anderson is chairman of the banquet committee for MOA Expo '68. Bill reports that reservations for banquet tickets are coming in at a rapid pace! Hurry!

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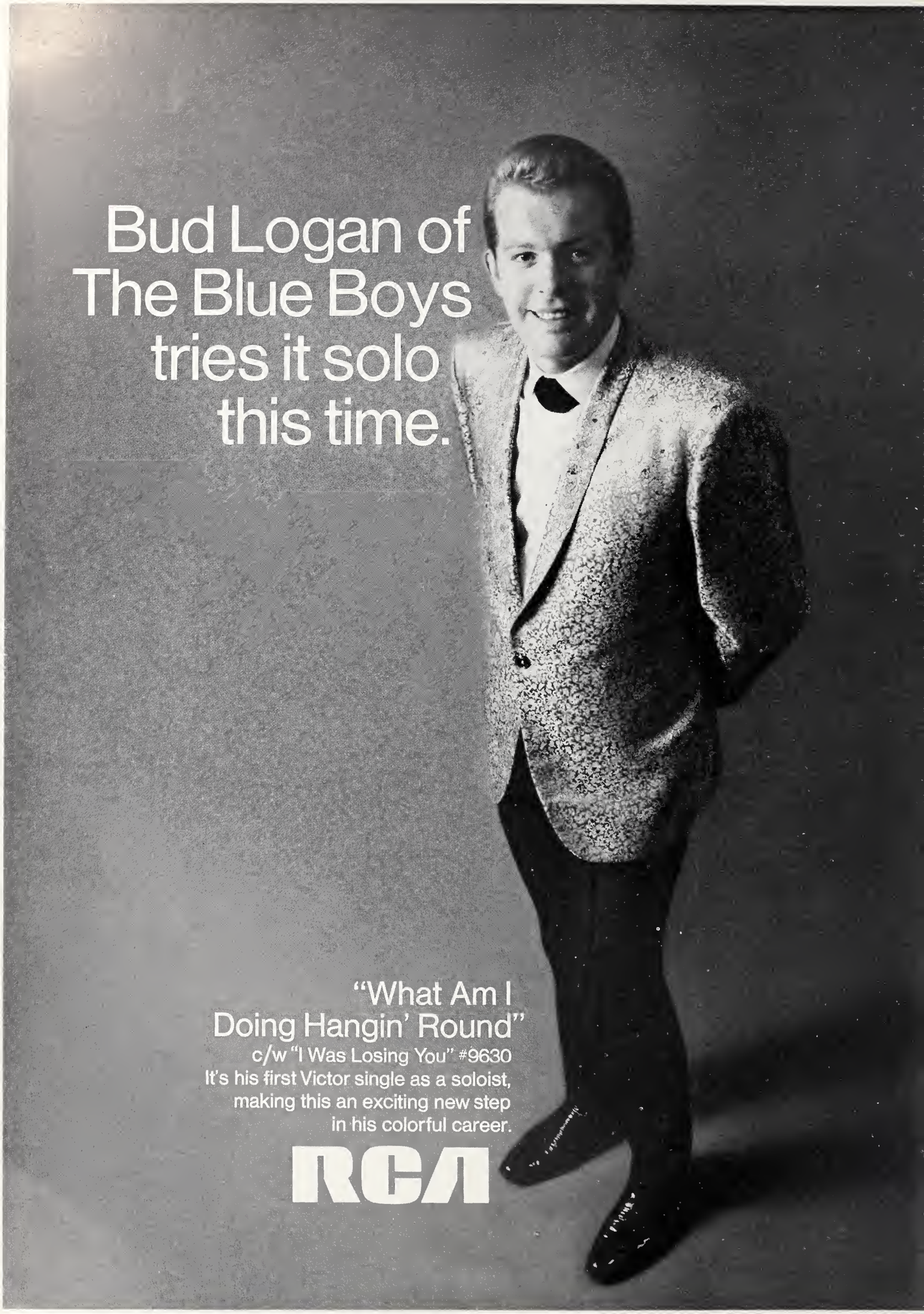
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